

Troops will be used if firemen obey Monday strike call

Emergency firefighting services will be provided by the Armed Forces from 9 am on Monday if 43,000 members of the Fire Brigades' Union follow yesterday's conference decision and withdraw their labour from that time. Although the

Government has been determined not to sound too dramatic, Mr Rees, Home Secretary, told the Commons that people's lives and safety were the paramount considerations. He is to meet union leaders this afternoon.

30 per cent claim to be pressed

Donald Macintyre, Labour Reporter
The Fire Brigades' Union decided yesterday to call an official strike of its members throughout Great Britain and Northern Ireland from 9 am on Monday unless an acceptable offer is made by then in response to its 30 per cent pay claim.

The decision, taken by a majority of nearly two to one at the union's recalled national conference at Eastbourne, gives firemen six days to improve their offer to firemen, which within government guidelines. Unless they do so the union's 43,000 members, including about 1,000 part-time firemen, will be instructed to withdraw all fire from the beginning of the shift on Monday.

The vote yesterday after a three-hour debate in which the union's executive committee, it had proposed that negotiations should continue within the National Joint Council for Fire Brigades and at FBU leaders should report back to the membership within a few weeks.

He said the conference decided on a card vote of 25,000 to 13,000 for a resolution proposed by Strathclyde, seconded by Macintyre, and supported by 25 other brigade committees, to authorize what would be the first national strike in the union's 69 years.

Mr Parry, a senior member of the TUC General Council, said afterwards: "I am sorry but not surprised. I am as concerned as everyone else about public safety but you cannot go outside a decision taken by a majority of that size."

In a reference to reports that in the event of a strike firemen would be used to man fire stations, Mr Parry said he did not believe that the Armed Forces would be able to provide adequate cover. "I do not know how many troops there are, but I should have thought it was doubtful", he said.

The union's claim, if granted, would give a £20 increase on present gross weekly wage rates for a qualified fireman of £55.71. It is calculated on the basis of the male national average weekly earnings together with an additional 10 per cent to account for firemen's special hazards and skills.



Mr Terence Parry addressing the firemen's conference.

Government measures to protect lives and property

Fred Emery, political editor of the Times, said the Government's swift response to the firemen's decision to strike on Monday with an announcement that the Armed Forces would be used as emergency fire fighters, included his speech in a law and order debate in the House of Commons with a firm statement, kept in a low key.

begin with the Ministry of Defence, troops would work under the training and supervision of senior fire officers. In that sense, the Government is already past the contingency stage implied in Mr Rees's statement.

The committee of Cabinet ministers also, although less publicly, expressed its belated displeasure with the power workers, now in their second week of unofficial disruption. The ministers made sure reporters conveyed their welcome for the staff engineers who had got main power stations operating again.

Raw materials costs maintain six-month fall

The cost of raw materials to industry in October dropped for the sixth successive month. Strengthening the rise against the dollar helped to ease import costs, and the wholesale price index showed a up of 1 per cent in industry's bill. But factory gate prices charged by manufacturers are still rising slightly faster than is consistent with their reduced costs.

New arms in Soviet anniversary parade

The new Soviet T62 tanks and self-propelled howitzers were put on public display in Moscow for the first time in the vast military parade to mark the sixtieth anniversary of the Russian Revolution. The military parade was followed by a civilian one of hundreds of thousands of workers, singing and shouting slogans.

Merchant Navy deal

A productivity deal giving rises of 15 to 22 per cent "within the pay policy" has been signed between the Merchant Navy and Airline Officers' Association and Canadian Pacific Ships. The association is taking a strike ballot among its members.

Packer hearing ends

The Packer cricket hearing in the High Court ended yesterday in its seventh week. Mr Justice Slade hopes to deliver his judgment in "a few days", although it is expected that his deliberations will carry over to next week.

New Wembley faces

The England football team manager, Ron Greenwood, has included four new players. Barnes, Coppell, Latchford and Bonds, in the party of 22 from which the team to play Italy at Wembley in the World Cup qualifying match on November 16 will be chosen.



Police clashing with pickets outside the Grunwick factory yesterday. Forty-two policemen were injured.

Police charge 113 after Grunwick clashes

By Robert Parker
The police charged 113 people with various offences after mass picketing outside the Grunwick film-processing laboratory in north London yesterday led to 42 policemen and scores of pickets being injured in clashes. Earlier the Home Secretary had told the Commons that 108 arrests had been made after much disorder.

Nine of the injured policemen required hospital treatment. One was detained for observation of a head injury. Eight pickets were taken to the Central Middlesex Hospital and discharged after treatment. After the picketing, which observers said was the most violent so far in the 63-week dispute, about three thousand people marched to Willesden Green police station to protest against police behaviour.

is organising a hunger strike by Asian women, to start on Thursday, outside TUC headquarters. The women will stay there, the committee says, until the TUC gets the executives of the service unions to instruct their members to cut off water, gas and electricity to the factory.

The committee, which met after yesterday's picket, plans another national day of action in December. It will try to persuade people to stay away from work during that day.

haviour during the picket was "utterly appalling". He said: "It was as if the police had been let off the leash. They just went in dragging people around by the hair for no reason. I just do not see why they did it. There was nothing to gain and it provoked a lot of further trouble."

Journalists again halt the 'Mirror'

By Our Labour Editor
Mirror Group newspapers stopped its London printing last night in a continuing dispute on journalists' pay. It sent some 1,200 printing workers after the Daily Mirror chapel (office section) of the National Union of Journalists refused to agree to a tentative peace formula that offered normal working conditions to allow negotiations.

About 450 journalists employed on the Daily Mirror, Sunday Mirror, Sunday People, Sporting Life and Revue face dismissal through having terminated their contracts of employment in the wage dispute. By today it will have cost more than 12 million copies of the newspapers. Cash losses are estimated at about £1m.

The issue is the changeover to new printing technology in Mirror Group newspapers. Fleet Street journalists are reluctant to accept a 54 phase two pay limit, overdue since July 1. Mirror Group journalists are seeking an overall rise of £3,000 a year to cover their house claim and the switch to job-saving technology. The management has so far offered £1,000 a year which the journalists argue is insufficient compared with the "changeover pay" negotiated with other workers.

Power workers offer to call off dispute

By Christopher Thomas, Labour Reporter
Power station workers yielded to intense pressure yesterday and named three conditions on which they would be prepared to call off the dispute and end an overtime ban from 10 pm tomorrow.

But whether the unions and management will accept the offer is uncertain because so far both parties have insisted that the dispute should be handled through official channels.

News of the power men's decision was conveyed to union leaders last night as they left the House of Commons after talks with Mr Benn, Secretary of State for Energy. The talks with Mr Benn are to be resumed today to discuss the new situation.

Terrorist fingerprints on message to 'Times'

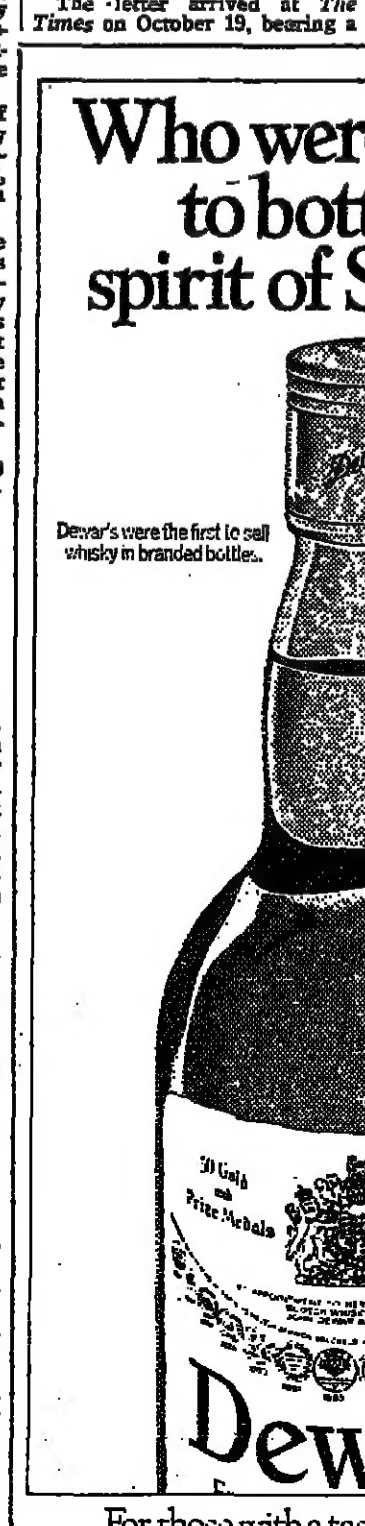
By Peter Evans
The fingerprints of a wanted member of the Basque-Mexican gang have been found on a copy of an ultimatum received at The Times about the recent hijacking to Mogadishu of a Lufthansa airliner.

The ultimatum, to Herr Schmidt, the West German Chancellor, contained a demand for money and the release of named prisoners. "If all the prisoners are not released", it said, "and do not reach their point of destination, and the money is not delivered according to instructions within the specified time, then Dr Hans-Martin Schleyer and all the passengers and crew of the Lufthansa 737 plane, flight No 181, will be killed immediately."

The letter arrived at The Times on October 19, bearing a Major, West Germany, postmark and the postal date of October 14. The Times passed the letter immediately to Scotland Yard. Detectives there have now handed it to the German authorities.

Who were the first to bottle the spirit of Scotland?

Devar's were the first to sell whisky in branded bottles.



For those with a taste for the original.

Britain has 'serious drink situation'

Mr Francis, Secretary of State for Social Security, asks the public to suggest what action the Government should take against increasing drunkenness. It is the first time the British people have been asked that there was a very serious drink situation. There was growing evidence of alcohol abuse by young people and drinking at work.

£112,187 damages

A factory production manager whose train was damaged during an operation in the High Court against the area health authority. His intellect is unharmed, but he can communicate only by tapping out messages in Morse code.

British changes in Rhodesia plan likely

Talks between British and Rhodesian officials in Salisbury indicate substantial changes will have to be made in the British White Paper setting out the settlement terms. Lord Carver, the Resident Commissioner-designate, says there is still disagreement on the transitional and final independence arrangements.

CIA's Dallas secrets

Judge Sirica agreed to consider a petition to oblige the Central Intelligence Agency to publish secret papers about its investigations into the assassination of President Kennedy. CIA protested in a Washington court that publication would jeopardize national security and embarrass sources of information. It said most material had already been disclosed.

Patient dies in theatre blackout

By a Staff Reporter
A woman aged 84 died on an operating table in a London hospital yesterday after a power cut had blacked out the theatre. Surgeons, who had just started to stitch the woman after an exploratory operation on her bowel when the lights went out, were hampered when the emergency generators both failed.

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Letters: On disruption by strikes, from Mr Cecil Gould and others; and on changing BBC wavelengths, from Mr Howard Newby
Leading articles: Now the firemen; Hong Kong money; Poland
Features, pages 16 and 18
Bernard Levin finds another name to rank alongside Riko's; Marcel Berlins on new doubts in the Copper-McMahon case
Arts, page 11
Paul Overy on The Arncliffe Marriage at the National Gallery; John Percival on a new and promising South American ballet company; Joan Chissell on Brynman Zimmermann's first recital in London; Clive Bennett on Gordon Giltrap
Obituary, page 20
Mr Keith Vaughan; Canon Charles Fox
Sport, pages 12 and 13
Football: Draw for first round of FA Cup; Virginia Wade in doubles win at Palm Springs; Racing: Prospects and programmes for three meetings
Business News, pages 26-33
Stock markets: Share prices fell back after news of the firemen's strike threat. The FT index, 11.5 up at one stage, closed 4.2 ahead at 480.4
Financial Editor: Lucas and the strike factor; Electronic Rentals: a facility from the Hunter cash to come
Business feature: Alan Budd contributes the second article in a series on the implications for the economy of North Sea oil
Business Diary: The composition and sympathies of Hong Kong's legislature council questioned

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HOME NEWS

Grunwick issue will decide effectiveness of Acas, Law Lords told

By Penny Symon
If Mr George Ward, managing director of the Grunwick film processing company, were to sue and give the Advisory, Conciliation and Arbitration Service (Acas) the names and addresses of his employees who are still working Acas would be prepared to conduct another inquiry and report in the light of that new information, the House of Lords Appeals Committee was told yesterday.

Lords Diplock, Salmon, Lord-Davies, Fraser, of Killybeggs and Keith were hearing an appeal by Acas against a Court of Appeal ruling that its recommendation of non-recognition at Grunwick as a trade union was null and void.

Mr Denis Henry, QC, for Acas, said it was set up under the Employment Protection Act, 1975, to combat bad industrial relations. The Act emphasised the importance of conciliation and Acas, an independent expert, experienced and impartial body, operated in that difficult field when the intervention of law was not always effective in producing a settlement.

Acas carried out a ballot at Grunwick to find whether the workers wanted a trade union to negotiate with their employer over pay and conditions, and he replied in favour of the Association of Professional, Executive, Clerical and Computer Staff (Apex) doing the job.

Grunwick took the matter to the High Court in July but failed in its action for a declaration that the Acas report recommending recognition of Apex for the purpose of collective bargaining was null and void and not binding on Grunwick.

Later that month, the Court of Appeal declared that the Acas report, and held that it was not null and void, but that the requirements of the Act in that the ballot failed to take the opinions of those still at work and took the views only of those on strike.

Mr Henry agreed yesterday that about two thirds of the employees, those still working, fell into the category, set out in the Act, of "workers to whom the issue relates". Acas wanted to canvass their opinions but was prevented from doing so by Mr Ward's attitude. "If in time the employer relents and provides the names and addresses of workers inside the plant, then Acas would be prepared to conduct another inquiry and report in the light of the new information", he said. "This has been the possible of Acas throughout. It would have preferred to report with the best information, because it took no pleasure in reporting with limited information."

Acas would have liked to get the views of the non-strikers but was obstructed by Mr Ward. "The solution we seek would give all workers the opportunity of having their views heard," Mr Henry said. "One of the parties went to Mr Ward to apply to Acas on the basis that the circumstances had changed, and come forward with the names and addresses of Acas could then report and recommend on the basis of all the facts."

If the Court of Appeal ruling stood, the said, Acas would be required to report only at such time as Mr Ward changed his position, or when it felt that the situation at the factory had cooled sufficiently for a public meeting to be held.

Referring to the difficulty of holding such a meeting, Mr Henry said Grunwick was too hostile and the meeting might be boycotted. There was also a danger of intimidation and violence from both sides. Strict security was in operation outside Committee Room 1 in the House of Lords. Handbags and briefcases were searched by policewomen and the few members of the public wishing to attend were searched before being allowed in the room.

The hearing, which continues today, is expected to continue until the end of this week.



Painting a brighter future: Two Belfast artists, Mr Ray McCullough, aged 24, and Mr Ernest Francis, aged 22, standing near their 55ft mural on a gable near the peace line in north Belfast. The painting is one arranged as part of a local

community services programme to brighten some of the most troubled parts of the city. A community association secretary said that there was no danger that the mural would be defaced. There was so much support for them.

SNP policy to split royal estates

From Our Correspondent Glasgow

The Queen would have to sell farms on her Balmoral estate to the tenants and other land would go to a lead commission, under proposals for land reform in an independent Scotland outlined yesterday by the Scottish National Party.

The Queen would, however, be able to keep Balmoral Castle as her home and the home farm.

The SNP asserted that it was part of its policy for the land to belong to the people of Scotland. The price of land on the royal estates, as on all other estates, would be fixed by the district valuer on existing use value.

Miss Isobel Lindsay, vice-chairman in charge of policy, said the party would encourage tenants to buy the land. She could not envisage the Royal Family being treated any differently from other landowners.

Mr Douglas Crawford, MP for Perth and East Perthshire, part of Scotland where there are many sporting and farming estates, said the breaking up of large estates into family farms would be not only more socially acceptable but more efficient. He described the Conservative Party's policy of selling land to the highest bidder as detrimental to Scottish farming. Control of the land should remain in Scotland and, while the SNP was not in favour of nationalisation, control of the land was much more important than control of industry.

Liberal policy: Britain needs a crusade against the conditions that lead to vandalism and violence, Mrs Olive Parker, Scottish Liberal Party spokeswoman on social services, said in Edinburgh yesterday. She was introducing a document on the party's social policy. It said: "Why should we tolerate any longer the disgrace in our country of ghetto housing estates, the pointlessness of worklessness, with no built-in provision for increased leisure, and the hopeless poverty of so many families?"

Supervisor and company fined over fatal dive

A North Sea diving company and an Aberdeen diving supervisor were fined at Aberdeen Sheriff Court yesterday for a breach of regulations during a dive in which two divers died.

The charges arose out of an incident on November 4 last year on the drilling rig Ocean Voyager, when Mr Howard Speasdale, of Huddersfield, West Yorkshire, and Mr Charles Molesham, of New York, died while working on anchor cables of the rig.

Mr William McLeod, aged 21, a diving superintendent, of Ashley Road, Aberdeen, and K. D. Marine, which has a place of business, on an on-shore installation in the Scottish sea-

tor of the North Sea, both admitted a breach of the Off-shore Installations (Diving Operations) Regulations, 1974.

Mr McLeod admitted failing to comply with the regulation that stated that during a dive a stand-by diver must be immediately available to go into the sea. He was fined £25. KD Marine was fined £200 after admitting failure to ensure that regulations requiring a stand-by diver were carried out.

Mr Malcolm MacNeil, procurator fiscal, said that neither of two divers on the installation was dressed for diving, nor was there a facility for getting them into the water in an emergency. The two divers in the water had got into difficulty and were drowned.

Legal silence leads to complaints

From Our Own Correspondent Edinburgh

Lack of communication between lawyer and client had been partly responsible for an increase in complaints against the Scottish legal profession, the Law Society of Scotland said yesterday. In reply to questions from the Royal Commission on Legal Services in Scotland, the society said that because the public was more aware of its rights the number of complaints had grown in recent years. That did not indicate any fall in the standards of the legal profession.

Most complaints related to delays in settling particular points of law. That was not always the solicitor's fault, since he might be dealing with an external body such as the Inland Revenue. But the society admitted that some solicitors did not appreciate that a negative report might be better than no report at all.

The society expressed anxiety about lack of vacancies in the legal profession. About twenty-five graduates who sought apprenticeships in 1976 were still without jobs.

Liberal policy: Britain needs a crusade against the conditions that lead to vandalism and violence, Mrs Olive Parker, Scottish Liberal Party spokeswoman on social services, said in Edinburgh yesterday. She was introducing a document on the party's social policy. It said: "Why should we tolerate any longer the disgrace in our country of ghetto housing estates, the pointlessness of worklessness, with no built-in provision for increased leisure, and the hopeless poverty of so many families?"

Jail sentence on carnival man

Colin Kawaii, aged 26, a psychiatric nurse who was alleged to have buried bodies and in-sults at policemen at the Notting Hill carnival, was jailed at Marylebone Magistrates' Court, London, yesterday, for three weeks.

Mr Kawaii, of Heath View Road, Thornton Heath, Surrey, was found guilty of threatening behaviour. He was granted £200 bail after lodging notice of appeal against conviction.

Pleas for hospital inquiry rejected by minister

Mr Ennals, Secretary of State for Social Services, has decided not to hold a public inquiry into what happened when 21 elderly patients were moved from a west London hospital.

When the patients were moved from Hounslow Hospital last month nurses accused administrators of not telling patients' relatives and forcing them to leave personal possessions. Unions also protested at the way in which the patients were moved.

The patients were moved without notice from the hospital, where nurses had been saying a work-in to prevent its being closed to inpatients. Ealing, Hammersmith and Hounslow Area Health Auth-

ority (Teaching) later called on Mr Ennals to hold a public inquiry. North-West Thames Regional Health Authority forwarded the request but said it felt that an inquiry was not necessary.

Mr Ennals said yesterday that Hounslow Health District Medical Committee told him each patient was fit to be moved to the West Middlesex Hospital, less than two miles away. It also told him that no patient suffered undue distress or medical deterioration as a result.

Anyone not satisfied with the area health authority's response to a complaint could refer the matter to the Parliamentary Commissioner (the Ombudsman).

Literacy class helped to write benefit leaflets

By Pat Heady Social Services Correspondent

Members of an adult literacy class have been consulted by officials trying to simplify forms and leaflets used for social security benefits. The result is two new leaflets, with more to come, in which information is reduced to the minimum but stated plainly. Claimants can work out for themselves whether they are likely to qualify.

It is hoped that the leaflets will encourage applications from more of the one million people, including 600,000 pensioners, who are believed to be eligible for benefits but do not claim.

Launching the leaflets yesterday, Professor David Donnison, chairman of the Supplementary Benefits Commission, said the complexity of the scheme was its biggest single drawback. It must be a big deterrent to many people in genuine need.

The goal set in planning the new leaflets was to ensure that they explained the scheme in a way that ordinary people can understand. A feasibility study would be launched shortly to try out different ways of giving claimants a written notice showing how their benefits are worked out. The whole range of standardized letters and forms would be studied to see if they could be simplified.

Official forms have been criticised for many years as too complicated for most people. Voluntary organizations and local authorities have already produced much simplified forms to help people with claims.

The Supplementary Benefits Commission consulted representatives of the National Consumer Council, Age Concern, the Child Poverty Action Group and the National Association of Citizens Advice Bureaux before producing revised forms. They were then tested on consumers at a welfare rights stall at Salford, and on members of an adult literacy course. Their comments have been incorporated into the new leaflets, which cover claims to supplementary benefits by pensioners and unemployed people.

The leaflets will be available in post offices, local supplementary benefit and unemployment benefit offices before the next increase in benefits takes place on November 14. Two more leaflets explaining in more detail the supplementary benefit scheme for pensioners and others will be available later this month.

Similar methods have led to drastic revision of the combined claim form for people on low incomes who might be entitled to free milk, glasses, dental treatment and prescriptions. The combined form, introduced a year ago, was found to be too complicated and has been reduced by a third.

Gang fake accident and snatch £135,000

A gang used a fake road accident and a bogus policeman to steal £135,000 in cash and postal orders from a mail van on the Stoke-on-Trent to Stafford road yesterday.

The van was stopped by the bogus policeman near where a damaged Corolla car was blocking the road. The gang, wearing hoods and carrying pickaxe handles and an axe, dragged the two postmen from the van and tied them up.

Det Chief Supt Robert Stewart, head of Staffordshire CID, thought there might be a Manchester and Liverpool connexion.

Raid in Kent: Three armed raiders escaped with 50,000 from a security van at the general post office at Rochester, Kent, yesterday. Mr Charles Aldous, aged 48, a postman, of Valley View Road, Rochester, who walked into the post office yard while the raid was taking place, said: "There were three men wearing helmets. One of them pointed his gun at me and told me to get back inside."

Tariq Ali threatened

Tariq Ali, a newspaper editor, has been threatened with death and the police have been asked to protect him, the International Marxist Group said yesterday.

Seven people remanded in bank case

Seven people charged in connection with the Bank of Cyprus robbery last Friday were remanded at Highbury Magistrates' Court, London, yesterday.

Robert Essex, aged 24, unemployed, of Murbrook Street, Peckham; Peter Neophytou, aged 24, unemployed, of Ardendale Road, South Tottenham; abrieli Neophytou, aged 22, unemployed, of Kenneth Robbins House, Tottenham; and Ricky Taylor, aged 22, unemployed, of the same address, were charged with stealing 30,000 from John Psouras at the Sobell Centre, Finsbury Park, London, and using force to Maria Pateras.

Mrs Doris Taylor, aged 58, Ricky Taylor's mother, of Wellesley Road, Clacton-on-Sea, and Herbert Brown, aged 55, a window cleaner, of the same address, were both charged with dishonestly assisting in the retention of £13,830. Hassan Elchmer, aged 24, a restaurant manager, of Linford Road, Lambeth, was charged with dishonestly assisting in the retention of £4,130.

Mr Essex, and the two Neophytous were remanded in custody to November 15. Mrs Taylor, Ricky Taylor, Mr Brown and Mr Mehmet were remanded on December 6 on bail.

Doctor's apology to nursing staff

Dr Terence Lawlor, the consultant psychiatrist at the centre of a strike at Normansfield mental hospital, Teddington, Greater London, in May last year apologized yesterday to nurses for implying that they had ill-treated patients.

He admitted at an inquiry into affairs at the hospital that a speech he gave to the Association of Psychiatrists, in which he referred to disagreement between himself and the nursing administration over complaints from relatives concerning clothing and unexplained injuries to patients was not a fair representation of the position and would result in an inaccurate and adverse view of the nursing staff.

The hearing continues today.

Airport force of 1,500 is planned

The British Airports Authority is pressing ahead with plans for all airport security guards to be brought into its employment. The cost will be met out of the 80p anti-bijack levy which is to be imposed on passengers.

The total security force would number about 1,500, an official said yesterday. Airlines at some airports employ outside firms for body and baggage searches. The idea is for the authority to take over the employment of private companies and its own force to provide common standards.

The move was put forward in the spring and the authority has already taken over the employment of about 500 people. Staff working for security firms at Heathrow yesterday criticized the authority's intention of replacing 700 staff there with its own employees in April. Many employees of Securix and Burns International Securities said they would not transfer to the authority because it meant lower pay and working night shifts.

Former Scotland Yard man remanded on four charges

John Kilby Groves, aged 46, a former detective chief superintendent at Scotland Yard, was remanded on bail to December 12 at Bow Street Magistrates' Court yesterday, charged with four offences, one under the Official Secrets Act, relating to the late Sir Eric Milner.

Mr Groves, of Longwood Gardens, Rford, London, was granted bail in his own recognition of £2,000.

The Official Secrets Act charge is that Mr Groves obtained 154 pages from a document relating to Judith Binstock, to which he had access as a person holding office under the Queen. The charge further states that he communicated the documents to Eric Merton Miller, who was not a person to whom he was authorized to communicate them.

The other charges, brought under the Prevention of Corruption Act, state that Mr Groves showed favour to Sir Eric Milner and refer to the acceptance of refreshments to a total



John Groves: Charged with four offences.

value of £84.18 at the Churchill Hotel and the provision of a self-drive car, all as inducements or reward.

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Two studies of teachers' in-service training

By Our Education Correspondent

Two research projects on the further education and training of serving teachers are being completed, at a cost of about £3,000, by the Department of Education and Science. Both started on October 1.

One will evaluate the development of school-based in-service training, as opposed to the traditional full-time or part-time release courses; the other will examine the Bachelor of Education (BED) in-service degree courses, for which there has been increasing demand.

The Government's plans for in-service training have prompted many serving teachers with neither a BED nor a university degree to apply for part-time

degree study. Nearly three quarters of the 459,000 teachers in England and Wales are not graduates.

In-service BED degree full-time courses are available at 70 teacher training institutions; part-time courses are run at 50 institutions. Last year, 560 teachers attended full-time courses, and 1,660 the first year of part-time courses.

Mr Norman Evans, research fellow at the Cambridge Institute of Education, is directing the evaluation of in-service BED degrees. The project will last two years and will cost £23,000. Dr Jay Bolan, research fellow at the School of Education, Bristol University, is directing the school-based project, which will take two and a half years and will cost £30,000.

HOME NEWS

Mr Ennals asks public to advise on how to combat drunkenness

By John Roper
Health Services Correspondent

Mr Ennals, Secretary of State for Social Services, yesterday invited the public to say what action the Government should take to combat increasing drunkenness.

Opening in Newcastle upon Tyne, the Health Education Council's north-eastern campaign on alcoholism, he posed eight questions. Should people be allowed to drink themselves to death or disin-terest and damage those around them, with the Govern-ment not concerned itself with personal behaviour or having a duty to seek to contain a grow-ing ill.

Should a bigger tax on alcohol be imposed or was that un-fair to sensible drinkers? Should tax policies to ensure that the price of drink re-mained constant in relation to income, as advocated last week by his advisory com-mittee, be used or not?

Should the law on drinking and driving be made severer, perhaps by random breath tests, increased penalties and/or a lower limit of alcohol in the blood than the present 80 milli-grams a 100 millilitres, which now incurred conviction?

Should the age at which al-cohol was legally available be changed, or should there be more rigorous enforcement of the law. And what was the best way to halt the apparent increase in heavy drinking among young people?

Should a more restrictive code on advertising be intro-duced, presenting a less one-sided picture about drinking, especially to young people?

Finally, what sort of publicity about the dangers of drinking was most effective? Should bottles be labelled, as are packets of cigarettes, with a health warning?

Mr Ennals said it was time the British people faced the fact that there was a very serious drink situation, which was growing year by year.

In the past twenty years beer consumption had increased by about half and nearly three times as much spirits and more than four times as much wine per person was being drunk. Convictions for drunkenness had doubled in the same period; convictions for driving under the influence of drink or drugs had doubled from 25,000 in 1970 to about 50,000 last year.

There was growing evidence of alcohol abuse among young people generally and there were also difficulties because of drinking while at work.

To what extent could the appalling increase in crimes of violence, hooliganism and foot-ball violence be blamed on too much drinking? There was no simple answer. It was a matter concerning the police and the courts, doctors, the family and everyone. "Is it a problem which should be tackled more vigorously by the Govern-ment?" he asked.

Call for new outlook on treatment of disabled

By Our Health Services Correspondent

Everyone concerned with the care of the disabled, particu-larly family doctors, should take a new view of the treatment and support of victims estimated to number over 1,500,000, the Office of Health Economics sug-gests in a report on physical impairment and social handi-cap, published yesterday.

Many facilities for the dis-abled are based on rehabilita-tion of the wounded from the two world wars, and although Britain has done much since 1945 insufficient attention has been paid to the changing pat-tern of disability.

Today most physical limita-tion occurs among people aged 50 or over. The main causes are conditions such as arthritis, stroke and bronchitis.

Medicines are of prime im-portance in maintenance rehab-

ilitation, the report says. Com-bined with continuous health care and social support, they could help individuals to retain a personally satisfactory way of life.

Since the 1940s a wide range of products has become avail-able, which, although they do not generally cure, do make life easier for sufferers and can re-duce disability and sometimes prevent handicap. High blood pressure is now controllable and there are many more drugs for the relief of rheumatic con-ditions.

The report suggests that ex-isting help is not always taken up because of ignorance of its availability and confusion about what can be done. It concludes that most people alive today will survive to face physical limita-tions in some form.

Physical Impairment, Social Handicap, Office of Health Economics, 162 Regent Street, London, W1. 70p.

On the beat, 2: How a bicycle allows a young man to be the eyes, nose and ears of the law
Devon village bobby fulfils an abandoned folk role among the people

By Peter Evans
Home Affairs Correspondent

Police cars have their uses but not often in the day-to-day life of Exminster, Devon (popu-lation: more than 3,000). There, Police Constable Allan Edg-cumbe's new £80 bicycle allows him truly to be the eyes, nose and ears of the law.

From the spit-and-polished toepads of his boots to the sparkling metal pinnacles of his helmet, PC Edgumbe, aged 24, carries on a folk role handed down from Victorian times and too often abandoned since. In Devon and Cornwall, PC Edg-cumbe's Chief Constable, Mr John Alderson, has the hereti-cal notion that although tech-nology is a valuable tool, more should be done to restore con-tact between police and public, if necessary by bringing back more village bobbies on bicycles.

Pedalling along undulating lanes, with rabbits scurrying into hedgerows, PC Edgumbe is alert to sights, sounds and smells in a way no visiting "fireman" in a police car can ever be.

When a gun goes off in a nearby field, he automatically looks at his watch to note the time, but a farmer assures him it is only his bird scarer at work. Another farmer tells him the lambing will start very soon now. PC Edgumbe suspects that rustling of animals takes place sometimes. The remains of the carcass of a deer from a nearby estate was found on a local waste tip.

As he wheels his bicycle along the village street, an old lady confides to him that a strange car has been left out-side a pair of cottages on the outskirts of the village since 10 am. It is now nearly 3 pm. We pedal to the scene. I on a 30-year-old boneshaker bor-rowed from a garage.

"Funny smell", PC Edg-cumbe says, studying the car, which is on the narrow main road, awkwardly away from the



Time of day, or information received: PC Edgumbe and his £80 bicycle on patrol in Exminster.

verge. "Been there all day", a man in the garden opposite says, meaning the car. "The driver just left it and walked off."

"Funny smell", PC Edg-cumbe repeats. "That's the cess-pit", the man in the garden replies.

We push the car into the verge, clear of passing traffic. And modern technology has its uses. We check via radio with the police national computer that the car is not listed as stolen. PC Edgumbe promises himself to make further in-quiries with the tax authorities.

Back in the village, he sniffs the air again, says "fire" under his breath and stands on a stool to look at a village hen for a better look. It is only someone burning rubbish, but he returns to sniff twice more and keep an eye on it as the evening wears on.

Waiting by the roadside as the Devonish cars go through the village on their way home from work, he knows many whose drivers make the same trip every day. They do not know he knows. When a van aside suddenly goes going with a shriek of tyres behind a

queue of traffic round a corner, he remembers its number. "I shall ring up his boss about him. That will calm him down."

Chattering to the locals gives PC Edgumbe a mass of infor-mation. Someone tells him about a woman driving with an out-of-date tax disc. Another woman stops her car to tell him she is worried she will run into children skateboarding in a side street. "I shall do something about it", PC Edgumbe pro-mises.

He has banned skateboarding from the busy main road as going through the village as danger-

ous but is encouraging the local council to provide somewhere special for it. A councillor stops him to talk about it.

Exminster's shortage of amenities adds to his work. In the local supermarket the shop-keeper ruefully reveals a pile of bounced cheques. As there is no bank, he helps people out by cashing about £200 a week.

When PC Edgumbe arrived in Exminster, where he now lives with his wife in a hand-some little house, a telephone kiosk in the village had two broken wind-up phones. He says: "Before you know where you

are, vandalism can lead to bur-lary and burglary to mugging."

To give the youngsters some-thing more to do, he started classes in karate, which he has been learning since school-days, keeping fit for it with four-mile morning runs.

His constructive approach while carefully asserting his authority is one way in which he won the confidence of the locals. A second was by catching a couple of thieves and stopping a spate of stealing. The victims are more than grateful.

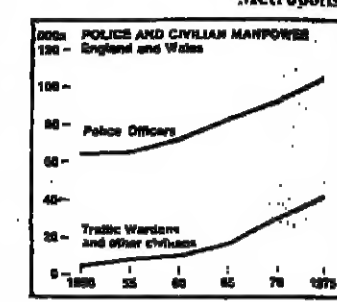
Because he lives in the vil-lage, people are encouraged to tell him their worries. On patrol that night he keeps a promise to look outside a woman's house to see if her hus-band's car is there. They are separated and she is frightened of what he will do if he returns.

PC Edgumbe also patrols outside old people's bungalows to reassure them. There are worse jobs, such as dealing with a suicide on the railway line nearby.

As the full moon stands above the old church, he shines his torch at the window of the nearby bakery. "Have a cup of tea", says one of the hard ladies kneading pasties, pies and tarts by hand.

"Wouldn't say no", PC Edg-cumbe says, wondering aloud about a huge bonfire he has spotted being prepared for Guy Fawkes' night. But he's not sure that night the first firework of the season. It is time to take care.

Next: On the beat in the Metropolis.



Police inquiry is ordered after press allegations

From Our Correspondent Preston

A police investigation has been ordered into corruption allegations said to be contained in a dossier compiled by a provincial newspaper. An independent inquiry, ordered by the Director of Public Prosecutions, follows investigations made over six months by the *Lancashire Evening Post* at Preston and is being headed by Det Chief Supr Readwin, head of Notting-hamshire CID.

The 50-page dossier is said to contain evidence of alleged cor-ruption in some areas of local government and business circles in Lancashire.

The *Lancashire Evening Post* described its contents as deeply disturbing and reported that the police investigation would cover the possible misuse of council-lors' powers, alleged false attendance claims and develop-ments worth hundreds of thousands of pounds.

Warning to councils on heating

By Our Consumer Affairs Correspondent

Local authorities should now use electric heating systems to cut costs of building new homes, according to advice issued by the Department of the Environment today.

Without the capital costs of electric heating systems are generally lower than those for other fuels, any money saved should be used on increased insulation and other energy-saving devices such as im-proved ventilation or system controls, it says.

The first of a series of Domestic Energy Notes pre-pared by a joint working party on heating and energy con-servation in public sector housing says that in the past housing authorities have sometimes changed to electric heating to save money on housing schemes.

The results have been unsatis-factory systems with very high running costs. The use of electricity, the working party says, demands high levels of insulation, pre-ferably at least double those required by the present build-ing regulations. The extra cost of meeting the higher standard would be £150 to £200 for a two-story house.

It estimates that although electricity is likely to remain a relatively expensive fuel it will continue to be used for space heating in as much as a tenth of new public sector dwellings. Where it is used, outside wall areas should be kept to a minimum and windows and doors carefully designed to prevent heat loss and draughts. To overcome condensation extra ventilation should be provided in bathrooms, and the design of all dwellings should allow for indoor drying of clothes.

Advice should be given to all new tenants about their heating systems. Domestic Energy Notes—Selection criteria for electric space and water heating systems in new dwellings (Secretary (WPEB), Room 228, Becket House, Lambeth Palace Road, London, SE1: 30p plus postage).

9,000 urged to protest about battery bacon

Animal welfare campaigners are protesting about battery bacon.

The organization, Compassion in World Farming, claims 3,000 members and is urging them to bombard MPs with demands for legislation to end the prac-tice of keeping piglets in cages.

Mr Peter Roberts, secretary of the organization, a farmer, said he knew at least 200 farms with caged pigs. A recent "open day at the Ministry of Agricul-ture experimental farm at King's Lynn, which had been testing the system, was packed."

"It is horrible", he said. "To get more letters they refuse the traditional culling period from eight weeks to two weeks, then the breeding cycle can begin again."

The group is worried about a more severe method developed in Ireland. Piglets are kept in cages from a couple of weeks old right up to slaughter.

Crash victims named

The four people who died in a first-class crash on the MS *Renfrewshire* on Sunday night were named yesterday as Mr Peter Biggart, aged 31, of Iowa Road, his wife, Mary, aged 34, Mrs Elizabeth Barnes, aged 47, of Westway Avenue, and Mrs Marion McCloy, aged 39, of Oronsay Avenue, all Port Glasgow.

EEC's man in Scotland collects unhappy headlines for his 'chamber of horrors'

Regional report

Ronald Faux

Edinburgh

There are some bizarre items in Mr Stanley Budd's "chamber of horrors": songbirds con-demned to death by heartless legislation, iced vegetable fat, disappearing pigs, the uniform, a variety of mountains, ranging from coal to butter, and a lake of unwanted wine.

As representative in Scotland of the commission of the European Communities, Mr Budd has the difficult job of defend-ing European policies north of the border and persuading Scots that they are better off as mem-bers of the EEC.

His gentle propagation of the good European news is often confounded by newspaper reports and a wilderness of rumour supporting the opposite view. The worst, and most inaccurate examples are con-fined to his chamber of horrors.

His "harmonization" file is crammed with cuttings from the British press. "It covers every-thing from lipstick to the sex life of the hop and contains more claptrap per square inch than any similar collection I have ever seen", Mr Budd com-plaind. It covered what the writers fondly imagine to be the attempts of "Eurocrats" to impose uniform standards on everyone.

The fact is that although the pro-Europeans won a referen-dum they have not won the argu-ment, and the overall image of the Community re-mains one of failure to agree at ministerial level coupled with pointless and irritating inter-ference in the British way of life by meddling officials.

In Scotland the matter has been made more acute by a growing sense of nationalism, which underlines that, as much as any region of the Com-munity, Scotland has a separate identity. It has its own legal system, separate educational

standards, strong ties with the Commonwealth and hence a different view of Europe.

According to Mr Budd, part of the difficulty lies in the way newspapermen work and the Council of Ministers operates. The ministers make prepared statements of view that, badly reported, led to headlines that include " veto ", " deadlock ", " ban ", " walkout ", " defeat " or " victory ". There was little about the compromises, condi-tional agreements or settlements.

He pointed out that the initial state-ments in the hours after news-papers and television have " gone to bed ". It is not sur-prising that the commission has failed to win the argument when the argument is so often inac-curately presented", Mr Budd said.

There were three reasons. Emotive words stuck in the memory. Some of the reports emerging from Brussels pre-sented the first sketch draft of an idea which in Westminster would be stamped " confidential " and locked away, as hard policy. Then there was the real failure of the Council of Min-isters to agree on policies that would mean something positive to housewives or working people.

There were some simple varietals to measure the ben-efits of membership. For every 40p Scotland paid into what might be called the Euro kitty, the country received 51p. Sav-ings, the decision to strengthen

European links coincided with rocketing inflation and food prices and a severe industrial recession.

The blame for much of that had been laid by the shoulders of the EEC which in turn has been prevented from using Community resources to achieve a series of more ambitious policies that would have given a better reflection of European unity.

The biggest and most miscon-strued reason for disliking the Community had been the alleged impact on food prices, although the increase directly attributable to British mem-ber-ship was 1p in the pound, a fraction of the rise caused by inflation.

On recent food price rise forecasts in headlines dripping with gloom stated that " £2.28 a week will be added to the food bill of the average family ". What actually emerged was an increase of a third of a penny in the pound.

Assassination by headline writers, Mr Budd observed, was not unusual.

Two Nelly Scottish issues, North Sea oil and North Sea fishing rights, are often quoted at the commission as examples of how EEC countries wish to lay what might be called Euro-bands on British resources. Evidently the pro-Europeans felt out that British oil is a British resource and, provided EEC partners are not discrim-inated against, pricing, extrac-tion rates and taxation policy are entirely for the British Government.

Fisheries were more complex, but the main necessity, in the view of the commission, is con-servation. International agree-ment on conservation could best be achieved by nine nations speaking as one. That was what the European Community sought to achieve.

Fines for 'politically motivated crimes'

From Our Correspondent Bradford

Three men who were mem-bers of extreme right-wing organizations were each fined £200 by Bradford magistrates yesterday for smashing win-dows of properties belonging to immigrants and others in what were described as "politically motivated crimes".

George Wright, aged 49, of Uley, Keighley, Jack Smith, aged 41, of Wardle, Crescent, Keighley, and Frederick Harris, aged 24, of Bowling, Old Lane, Bradford, admitted eight offences of damaging including breaking windows at the com-munity relations council office.

Mr Peter Roberts, secretary of the organization, a farmer, said he knew at least 200 farms with caged pigs. A recent "open day at the Ministry of Agricul-ture experimental farm at King's Lynn, which had been testing the system, was packed."

"It is horrible", he said. "To get more letters they refuse the traditional culling period from eight weeks to two weeks, then the breeding cycle can begin again."

The group is worried about a more severe method developed in Ireland. Piglets are kept in cages from a couple of weeks old right up to slaughter.

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The four people who died in a first-class crash on the MS *Renfrewshire* on Sunday night were named yesterday as Mr Peter Biggart, aged 31, of Iowa Road, his wife, Mary, aged 34, Mrs Elizabeth Barnes, aged 47, of Westway Avenue, and Mrs Marion McCloy, aged 39, of Oronsay Avenue, all Port Glasgow.

In Bradford, at the city's Left Club and at a taxi office, a café and other properties of Asians.

Each man was ordered to pay £53 compensation. The three were stated to have suffered from some form of reprisals since the offences, one having been attacked, another having had windows broken at his home.

They denied that they had been carrying out any campaign in doing the damage but it had happened after a party when their "sensibilities" might well have been clouded by the amount of Polish spirit they had had to drink.

Mr Wright, who was chair-man of the Yorkshire region of the National Front, was stated to have resigned office without giving up politics com-pletely. Mr Smith, a local official of the National Front, said he had left the party. Mr Harris, a member of the British National Party, was described as a marked man who had de-clined to accept a reward by leaving the area.

Mr David Clark for the prosecution, said the three men had committed the damage, totalling £190, in the early hours of one morning in Sep-tember.

Councils seek money to stop land dereliction

From Ronald Kershaw Wakefield

A call for more government aid to halt land dereliction in Yorkshire and Humberside came from the region's four county councils yesterday, after they had been told that things were still as severe as they had been in 1975, when the region had the second highest derel-iction in the country, about 20,000 hectares.

After a meeting of the Strategic Conference of County Councils in Yorkshire and Humberside an official said: "One of the points to emerge in the earlier report was that more dereliction was being created than was being restored. It appears to have been borne out in West Yorkshire's state-ment where the time-scale for the land reclamation pro-gramme has been extended from an initial 10 years to an indefinite time into the future. South Yorkshire's pro-gramme, too, has been increased following a survey of degraded land."

"There is a need for a more flexible approach to the classification of derelict land to meet the differing needs of the region. The emphasis within the south and west Yorkshire reclamation programmes in changing towards urban land reclamation, with priority for sites that have potential for industrial or residential use. Such sites would not necessarily qualify for derelict land grants."

Man and woman crushed to death by crane

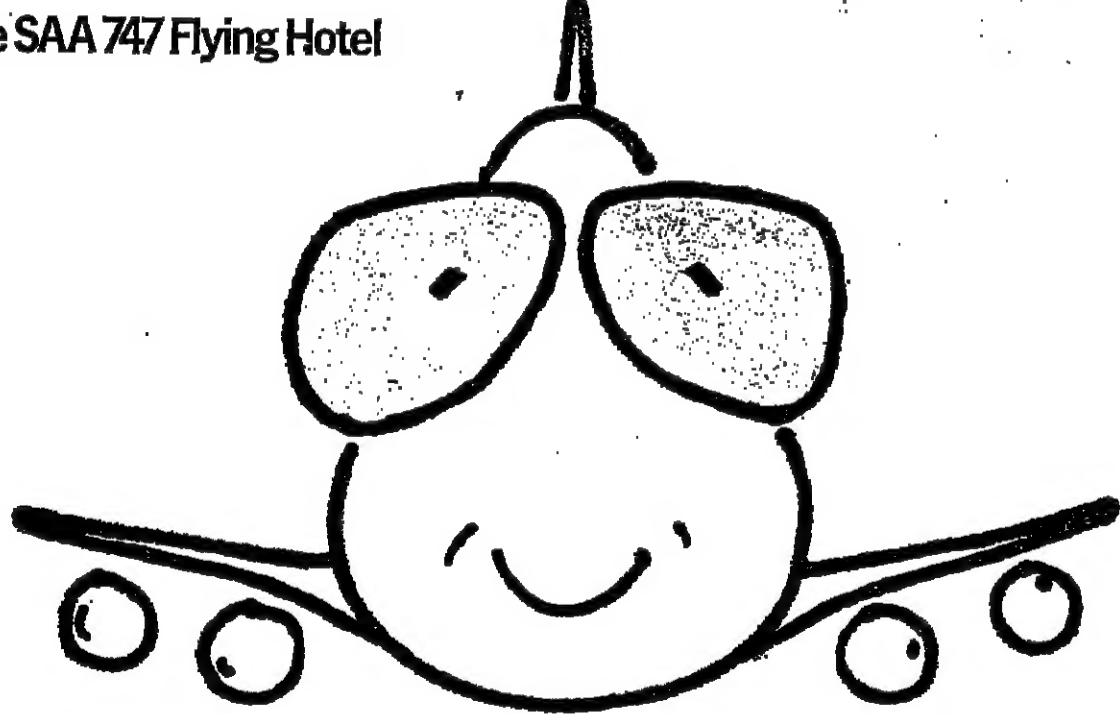
A man and a woman were crushed to death as a crane Cheshire, yesterday when the job of a 14-ton crane toppled on them.

They were Frederick Joseph Pahn, aged 46, and Marilyn Robena Wright, aged 25, who lived at the same address in McNeill Avenue, Crewe.

They were collecting scrap at an old garage site.

School virus test
Laboratory tests for a sus-pected virus causing vomiting and diarrhoea were made yester-day at Sandwell, West Mid-lands, where nearly a hundred children were taken from Fair Top Infants' school, New Fair road.

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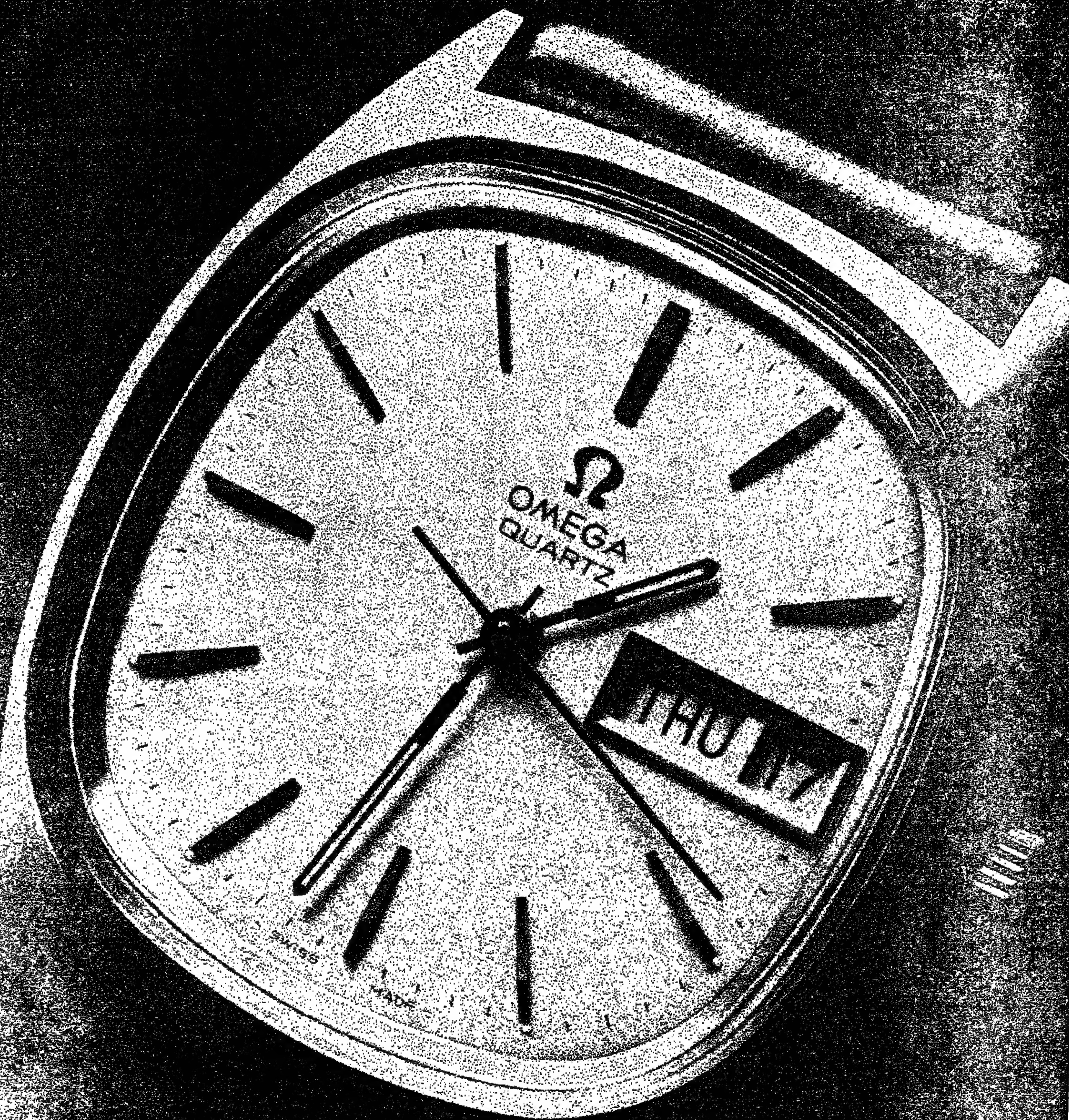
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The Sun Set

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Life, time.



What on earth was happening in there?

And why was it taking so long?

They'd taken her through those swing doors twenty-three cigarettes and eight cups of coffee ago.

David wasn't sure if he could cope with another cup. By now he was familiar with every clinical detail of the shining white washroom at the end of the corridor.

Suddenly, the doors opposite swung open. The sister appeared. He could read nothing in her face.

"Your wife gave birth at 1.26 a.m. Mother and daughter are both doing well."

He looked at his Omega, which said 1.32.

"Are you absolutely sure?" he said.

Handwritten signature: *Handwritten signature*

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

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WEST EUROPE

Carrillo party gives the lie to Tass report

From William Chislett
Madrid, Nov. 7

The Spanish Communist Party today rejected a statement from Tass about the failure of Señor Carrillo, the party's leader, to speak at the Kremlin during the sixtieth anniversary of the October Revolution. Tass said it was because he arrived late, but the party maintained that he was invited to speak and then banned.

The Tass version, based on an interview with Mr. Victor Afanasyev, the editor of Pravda, was yet another sign of the rift between Moscow and Spanish "Eurocommunist" party. The Soviet news agency's statement was tantamount to calling Señor Carrillo a liar.

In its reply, the Spanish party limited itself to listing chronologically what happened. It said that Señor Carrillo and other members had originally been able to go only for the end of the celebrations because of other commitments.

However, after a delegation from Moscow arrived, including the Pravda editor to tell the Spanish party that Señor Carrillo was invited to speak, that his presence was requested from the beginning, the party changed its timetable and agreed.

Señor Carrillo was then invited to prepare a speech lasting between "five and seven" minutes and he handed it in to be translated on arrival in Moscow. The party had by then told Moscow that he would arrive late as he had to attend the congress of the Catalan Communist Party. The statement added that the Spanish knew the speech was translated but that Señor Carrillo was not called to speak.

It added that the offer made to Señor Carrillo to speak at another meeting or outside Moscow was "inconsiderate".

Señor Enrique Lister, Señor Carrillo's rival as secretary general of the Spanish Workers Communist Party returned to Madrid this evening after 38 years in exile.

Italian gang kidnap duke for £6m ransom

Rome, Nov. 7.—A gang of armed masked men kidnapped a wealthy Italian nobleman, Duke Massimo Grimaldi, as he was touring his estates on the outskirts of Rome today, police said.

A few hours later his family reported receiving a telephone demand for 10,000,000 lire (about £6.2m) ransom if the duke was not to be killed.

The duke, aged 65, was driving to his offices in a castle on the estate when a car blocked his path.

Three men carrying pistols jumped out. Two of them forced their way into his car and drove off with him.

The duke devoted most of his time to running his lands north of Rome, where he raised horses. He lived in a family palace a few miles from Piazza Venezia, in the heart of Rome.

—AP.

EEC delegation in talks on Portuguese entry

From Our Correspondent
Lisbon, Nov. 7

A delegation from the European Community opened talks in Lisbon today with Portuguese members of the Committee for the Integration of Portugal in the Community.

The EEC delegation is headed by Mr. Roland Kerguelen, the EEC director-general of foreign relations, and that of Portugal by Dr. Vítor Constancia, one of the assistant directors of the Bank of Portugal.

Portugal's formal request for membership was handed to the EEC in March.

Meanwhile it was announced that Mr. Roy Jenkins, President of the European Commission, will arrive here on Thursday for an official visit.

The first agreement between Portugal and the EEC was signed in January, 1972. It covered the progressive cutting of customs duties.

An additional protocol, signed in September, 1976,

Poor relation among the armed services is finding it increasingly difficult to meet all its commitments
France's navy fights to stay afloatFrom Ian Murray
Paris, Nov. 7

Twenty-one guns thundered out in salute across the wide bay of Brest this morning as President Giscard d'Estaing climbed on board the helicopter carrier Jeanne d'Arc after a review of the Atlantic squadron anchored there. As the crews roared out "Vive la République" seven times and the tri-colours and pennants streamed in the breeze, it should have been a proud moment for France.

Behind all the show and pomp, however, lay the unpleasant truth that the French Navy is the poorest of the armed services, it was because the Defence Ministry budget is in danger of being turned down when it is debated on Wednesday that brought the President to Brest.

The national assembly's defence committee has already rejected the budget estimate and has told M. Bourges, the Defence Minister, that it is above all concerned by the fact that France's conventional surface fleet is aging rapidly and becoming increasingly unable to be relied on to meet its commitments. It

was built largely during the early 1950s, with generous American help. For every 30,000 tons built, the United States aid paid for 20,000 tons.

The fleet, however, is now nearing the end of its 30-year life expectancy and has to be replaced quickly if France is not to run the risk of being equipped with an obsolete navy by the 1980s. This means that 12,000 tons of warship should be built each year from now on to bring the fleet up to the levels laid down in the "blue plan" put forward in 1972.

The plan would have given France a fleet of 155 ships with a total displacement of 278,000 tons.

The "blue plan" has, to all intents and purposes, been abandoned and the present building programme will give France a fleet of 84 ships, with a total displacement of 183,000 tons, by 1987, or 47 fewer ships than are serving at the moment.

A building level of this kind can scarcely be what President Giscard d'Estaing had in mind in February when he said at Quimper: "I hope that my presidency will be linked to the idea of French maritime expansion. The decade 1975-1985 must be that of France's maritime calling, for our nation is called to be the great maritime power of Western Europe."

With the existing fleet already having to be pensioned off by

the turn of the year, the total tonnage of the fleet will be 5 per cent less than it was three years ago. France now has four crews for each three patrol vessels and needs them.

From January, these crews will have to be working for 180 days a year, compared with the 100 days averaged at the moment.

It was to study these problems with all the senior admirals of the French Navy that the President went to Brest today. As they met in the town hall, 8,000 shipyard workers, who were on a day's strike which was supported by the town council, demonstrated in the streets outside.

M. François Leblé, the Socialist mayor, greeted the President in the town hall courtyard, then went out to join the demonstrators.

For them the rundown in the fleet means a rundown in the number of jobs in the area. Brittany is already one of the areas in France with the highest unemployment figures so rebuilding the fleet takes on a significance, with the election looming, beyond defence itself.

The Jeanne d'Arc sailed from Brest today on a six-month training voyage across the Atlantic Ocean. By the time it gets back, the elections will be over and the Navy's budget may have been altered considerably.

Life sentence demand in war crimes trial

From Our Correspondent
Amsterdam, Nov. 7

The public prosecutor has demanded a life sentence for Pieter Nicolaas Menten, the Dutch millionaire art collector, aged 78, who is on trial here charged with war crimes in Poland.

He said he had refrained from asking the death penalty because of the defendant's age and the lapse of time since the crimes were committed. Theoretically, the death penalty is still applicable in the Netherlands for war crimes.

According to the prosecutor there is clear evidence that Mr. Menten played a leading part in the execution of Jews in the village of Podhorice, which at the time was in Nazi-occupied Poland. The evidence is based on declarations by witnesses and on correspondence of the defendant which was found after the war in Cracow.

The accused has always maintained that the correspondence was falsified. He pleads that he never did more than help the Germans in small ways and against his will.

Mr. Menten went to East Galicia in 1941 in the wake of the Nazi invasion, as he had property there which, during the Russian occupation had been divided up among small farmers. Mr. Menten, according to the prosecution case, was seconded to one of SS General Schöngart's so-called Einsatzkommandos—special groups which were charged with solving "Jewish questions".

Mr. Menten has been in jail for almost a year. He was arrested in Zurich after his last-minute escape from Holland on the eve of his arrest.

The court will give its verdict in December.

PLO man at Mass by freed prelate

From Our Own Correspondent
Rome, Nov. 7

The Vatican expressed "profound satisfaction" today at the release from prison of Mgr. Hilarión Capucci, the Greek Catholic archbishop who was sentenced to 12 years' jail by an Israeli court for gun-running.

He had been found guilty in 1974 of possessing and transporting arms destined for Palestinian guerrillas in Israel and his release is in response to a request sent personally by the Pope to President Matar.

It is the first message written by the Pope since the Jewish state was formed 29 years ago.

The Israelis insisted on the expulsion of the archbishop, who is 55, and it is understood that the Vatican intends sending him to work in Latin America after he has recovered his health damaged by prison hunger strikes.

Archbishop Capucci today said Mass as a service in Rome attended by a personal representative of Mr. Yasser Arafat, the Palestine Liberation Organisation (PLO) leader.

Although the Vatican has publicly cast doubts on the prelate's conviction for running weapons across the Lebanese-Israeli border, the Syrian-born priest got a hero's welcome from a PLO representative and dozens of Palestinian and Jordanian students when he arrived at Rome's Leonardo da Vinci airport.

Students in traditional Arab head-dresses waved banners reading: "Long live freedom fighter Hilarión Capucci!"

—UPI.

Brussels decision to cut duty on apples

From Our Own Correspondent
Brussels, Nov. 7

EEC agriculture ministers agreed here tonight to cut the duty on imported apples from 14 per cent to 6 per cent in an effort to increase supplies and hold down shop prices.

This year's apple crop was about 20 per cent below the average in most EEC states.

The duty reduction is expected to attract an extra 30,000 to 50,000 tonnes of apples from North America and eastern Europe where the crop has

been good. Mr. John Silkin, the British Minister of Agriculture, said the extra supplies should be "just enough to steady the market and stop prices going up too much in December".

Britain, and the European Commission, had wanted the apple duty removed completely until the market improved, but this ran into stiff opposition from the Italians and the Dutch.

Compromise was eventually reached after a lengthy legal wrangling as to whether the decision should be taken by majority vote or not.

—UPI.

British fishermen worried about Danish plans

By Our Northern Industrial Correspondent

British fishermen are alarmed that 700 Danish fishing vessels, which have just been barred from the 200-mile limit round southern Norway, may turn to British waters.

British fishermen say they are already overfished. If this happens, the British Fishing Federation, and other fishing organizations, will press the Government to take unilateral conservation measures.

A federation spokesman says this action was provided for by the Hague Agreement and may well be similar to that introduced last week to prevent poaching off northern Scotland.

The problem has arisen because Norway decided to limit Danish fishing in its waters to 50 vessels. Because Danish fishing organizations could not agree who should select vessels for the 50 licences, the Danish Government made no application to Norway, which then imposed a complete ban.

The British federation said last night that the Danish vessels would either have to tie up or find alternative fishing grounds. Except for their own limited fishing grounds, and those of other EEC powers, British and Irish waters were the ones left. It was unlikely the Danes would go to the west, which left only the North Sea.

The 1,200,000 tonnes Danish catch was mostly industrial fishing for oil and fish meal which, because of the small mesh nets used, inevitably meant a substantial bycatch of immature fish of prime species like cod, haddock and whiting.

The situation is very worrying and highlights the conservation arguments which is the basis of Britain's claim for an exclusively controlled 50-mile zone, the federation said.

The truth of the matter is that the Danes like the Dutch on North Sea flat fish, have consistently ignored the scientists' advice and warning and built up an excess of capacity.

Police send bill to protesters

Bonn, Nov. 7.—Police in Schleswig-Holstein have just sent a bill of DM5,384 (£1,346) to each of 21 anti-nuclear demonstrators.

The police calculated that it cost them 21 times that amount to forcibly evacuate 500 ecologist militants who occupied the construction site of a nuclear power plant at Brokdorf.—Agence France-Presse.

Mafia suspected in murder of brothers

Reggio Calabria, Nov. 7.—Two Calabrian brothers were shot and killed near this southern Italian city at dawn today in what seemed to be a Mafia murder. Signor Giuseppe Calabrese and his brother Filippo were ambushed in their car.

Go-slow at Orly

Paris, Nov. 7.—Customs officers at Orly airport started a week's go-slow today, delaying arriving travellers trying to clear their baggage.—UPI.

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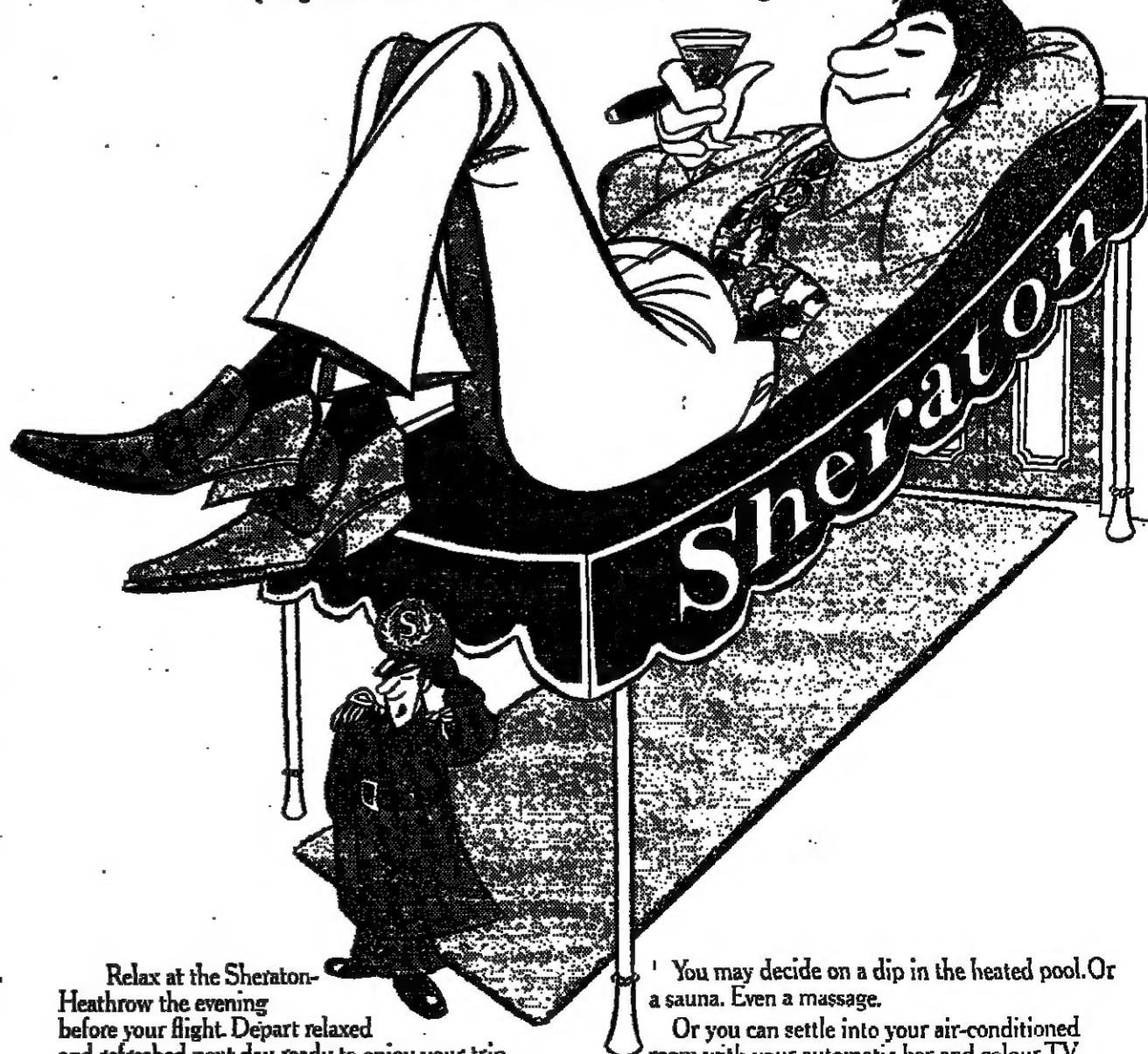
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OVERSEAS

Salisbury talks show need for substantial amendments to British plan for independence

From Nicholas Ashford Salisbury, Nov 7

It now seems likely that substantial amendments will have to be made in the British Government White Paper setting out proposals for a constitutional settlement of the Rhodesian issue. It may even be necessary to draw up a new White Paper.

This emerged today after a further round of talks between senior Rhodesian officials and a British diplomatic team led by Mr John Graham, deputy Under-Secretary at the Foreign Office.

Lord Carver, the Resident Commissioner-designate, indicated yesterday at the end of a five-day visit to Rhodesia that there were substantial areas of disagreement between Britain and the Rhodesian Government on the proposals for the transitional period before independence.

One of these was that the Rhodesians wanted to see more progress made on a final independence constitution, before discussing details of the transitional arrangements.

Mr Graham is in Salisbury to discuss this constitution. He has already had two long meetings with Rhodesian Government officials as well as with the main internally-based black nationalist organizations.

In addition to the transitional arrangements, it is understood there are still substantial areas of difference between the Rhodesian and British sides on the terms of a final constitution. In particular, the Rhodesians have not yet accepted the British definition of majority rule that it should be based on universal suffrage.

An amended White Paper would try to take into account the principal objections by the Rhodesians as well as the different nationalist organizations towards the existing proposals. However, according to independent non-government sources, the British have made it clear that the basic framework of the existing White Paper will remain intact.

There is no question of tearing up the present one, the sources said. Dr David Owen, the Foreign Secretary, has made it clear that the fundamental issues of the British-American initiative are not negotiable.

It is understood that on a number of points—notably on the proposed bill of rights and the independence of the judiciary—there is already a wide measure of agreement among the Rhodesians and the black nationalists.

The nationalists are also said to have given broad approval to the clause providing for minority representation during

the first eight years after independence. The Rhodesians, however, want sufficient representation to allow them to block future legislation.

Mr Graham is due to return to London on Wednesday after further talks with the Rhodesian Government tomorrow. He is expected to have talks with leaders of the Patriotic Front shortly. Lord Carver is also due in London at the end of this week when he will report back to Dr Owen.

Our Diplomatic Correspondent writes: Lord Carver will complete his first round of talks in Africa with a visit to Lagos on Wednesday, before returning to London.

Nigeria is likely to play a key role if a United Nations peace-keeping force is proposed for Rhodesia. On this occasion, however, the purpose of Lord Carver's discussions will be to keep the Nigerian Government in touch.

Dr Owen confirmed yesterday that British policy was still on course in Rhodesia, although he added that the difficulties ahead were immense.

Addressing African heads of mission in London, Dr Owen said it was too early to make an assessment of Lord Carver's talks, but that he looked forward to seeing him later this week in London.

Soviet arms display in anniversary parade

Moscow, Nov 7.—The Soviet Union today marked the sixtieth anniversary of the Bolshevik Revolution with the biggest Red Square military parade for years, including the first public display of the new T72 tank and two pieces of new artillery.

It was the first time since 1974 that tracked vehicles had taken part in the parade, which was reviewed by President Brezhnev and other Soviet leaders from Lenin's mausoleum.

Western diplomats attributed the return of tanks and the increased size of the parade—some 330 vehicles compared with 151 last year—to the massive national celebrations of the sixtieth anniversary.

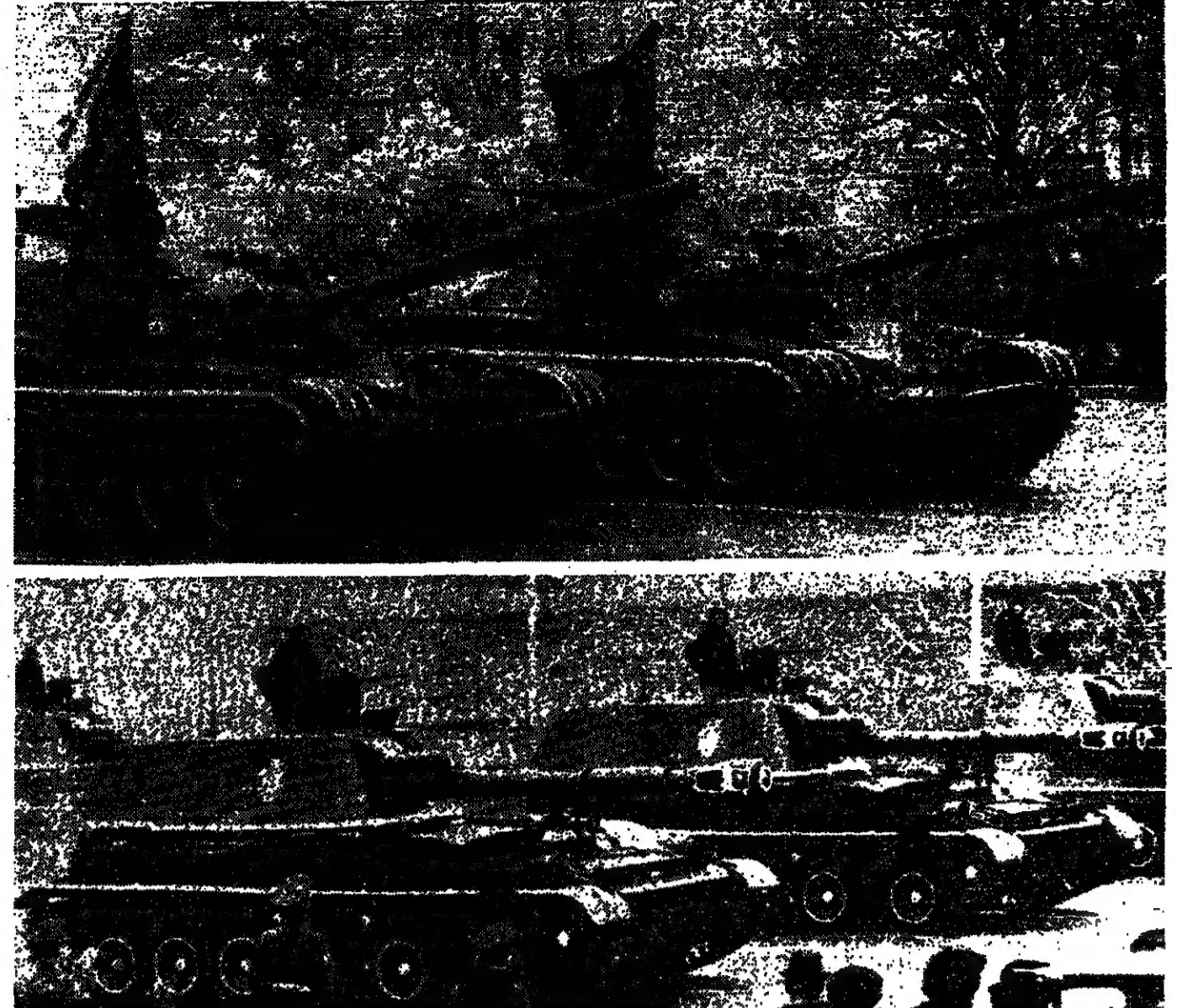
In a speech to the thousands of troops massed on the banner-covered square before the parade began, Marshal Dmitry Ustinov, the Defence Minister, said Soviet defence potential was "at such a level as to discourage anyone who may risk disturbing our peaceful life."

He said his troops were duty-bound to be "in constant combat readiness that will guarantee an immediate rebuttal to any aggressor."

More than 100,000 war veterans and Moscow workers began pouring through the square in tightly organized columns after the military parade. Snow capped the walls of the Kremlin at the edge of the square.

As Mr Brezhnev and the other leaders waved, the workers sang, chanted slogans and held aloft posters and banners pledging increased factory production and loyalty to the Communist Party. Patriotic songs and slogans sounded from loudspeakers.

The T72 tank, which moved rapidly across the square with some 20 other pieces of heavy army equipment, was deployed last year with Soviet forces in East Germany. Details of the tank remain classified, but Western specialists believe it carries a crew of three, has an



The Soviet Union's new T72 tanks (above) and self-propelled howitzers (below) made their first public appearances in Moscow's military parade yesterday to mark the sixtieth anniversary of the Bolshevik revolution.

Israel to respect arms embargo

Jerusalem, Nov 7.—Israel will not violate a United Nations Security Council arms embargo against South Africa, a foreign ministry spokesman said today.

The spokesman was addressing a news briefing apparently called to clarify remarks by Mr Moshe Dayan, the Foreign Minister, last night that Israel would not abandon its close ties with South Africa because of other people's feelings.

Israel relations with South Africa were open, the spokesman said, but as required by international law Israel would

respect the decisions of international bodies. He said that Israel had expressed its opposition to South Africa's apartheid policy many times, but had no intention of intervening in that nation's internal affairs.

Israel has strong commercial ties with South Africa. According to press reports, they include the sale of Israeli-made military supplies. The Israeli authorities rarely discuss foreign arms sales and Pretoria has denied the reports.

Our Paris Correspondent writes: France has suspended

the sea trials of the frigate, Good Hope, which was being prepared for delivery to South Africa early next year, after the United Nations embargo. The Good Hope is the first of two A-60 class vessels on order from the dockyard at Lorient.

The second is some way off completion. The Good Hope was brought into the naval dockyard at Lorient this morning and tied up pending further orders. It had already undergone two sea trials under the South African flag and with a South African crew on board.

US Supreme Court hears case of the ugly medical student

From Michael Binyon Washington, Nov 7

Should medical students be obliged to conform to the public image of a doctor? The question is not as trivial as it seems, for today the United States Supreme Court heard a case that is as important as it is bizarre.

A Jewish woman student with a brilliant academic record was expelled from medical school on the verge of graduation because, it appears, she is fat, ugly, unkempt and rather dirty. She also did not get on well with those around her.

The University of Missouri at Kansas City decided that she would not make a suitable doctor and a few weeks before she would have completed her course, she was told to leave.

The student, Miss Charlotte Horowitz, says she is the victim of discrimination on the basis of sex, religion, geographic origin, physical appearance and personality. She claims that the school violated the Fourteenth Amendment, which forbids the deprivation of "life, liberty or property without due process of law" and her case has been vigorously supported by women's movements.

There is no question that Miss Horowitz is academically bright. She already had a bachelor's degree and a master's degree in psychology from Columbia University, New York, when she applied to Missouri. At the end of her first year, her tutor said she had the best test record in the school, and her examination scores were among the highest.

But there is also no question that she did not have the expected bedside manner. Court papers have described her as "unkempt, unattractive and overweight". Even before she entered the University of Missouri, the admissions officer noted that her personal appearance was against her, she had a slight speech impediment, and "I don't believe she fits our programme".

Her first two years at the university were fraught with charges and countercharges. The medical school said she lacked rapport with patients, and did not attend to personal hygiene. One doctor said she did not wash her hands before attending to patients.

Her tutor wrote to the chairman of the university's council on admission at the end of her first year: "Charlotte, by good or bad fortune, is a New York Jewess and perhaps her hypercriticality and tendency to complain can be attributed to her heritage."

"Her personal habits may leave something to be desired by most people. She also has the added burden of being a female with an IQ and accomplishment thus far in her career superior to most males who are her superiors by position."

Less than a month later she was placed on probation, and in December, 1972, the evaluation council decided not to grant her a degree in the summer unless she found improvement. She was allowed to defend herself before a tribunal of physicians, but was nevertheless expelled.

The medical school denies Miss Horowitz's charges of bias. They are appealing against a lower court's finding in her favour last July because they regard it as an infringement of the right of universities to judge the qualifications of applicants.

The holiday atmosphere also pervaded the throng of marchers who cheered Mr Brezhnev as they paraded through the square.

Loudspeakers on the walls of the Kremlin played martial music and a voice periodically announced patriotic slogans such as "Long live the Soviet people, active builders of communism"—AP.

King Husain in new Syrian visit

Damascus, Nov 7.—King Husain of Jordan arrived here today from Cairo and began talks with President Hafez al-Assad of Syria on the prospects for reconvening the Geneva Middle East peace conference.

The King visited Syria on Thursday before continuing his journey to Saudi Arabia and Egypt where he stayed for 24 hours for discussions with President Sadat.

In a flurry of activity, Prince Saud al-Faisal, the Saudi Arabian Foreign Minister, arrived in Damascus with a message from King Khalid to President Assad, while in Cairo the arrival of Mr Yasser Arafat, the Palestine guerrilla leader, from Damascus, was reported soon after King Husain's departure.

After his talks with President Sadat in Cairo, the official Middle East news agency quoted King Husain as saying: "Our aim is to strengthen the Palestinians with all our ability to regain their legitimate rights."

The agency quoted Mr Modar Badran, the Jordanian Prime Minister, as saying the Palestinians should decide their own future after "full Israeli withdrawal" from the West Bank of the Jordan.

Meanwhile, Mr Henri Simonet, the Belgian Foreign Minister, left Damascus today for Saudi Arabia after a two-day official visit during which he held talks with Syrian leaders. Tel Aviv's military sources said Israeli artillery bombarded a Palestinian guerrilla stronghold in southern Lebanon following yesterday's shelling which killed two civilians in the Israeli resort town of Nahariya.

Mr Ezra Weizman, the Israeli Defence Minister, said that Israel would take "intensive and quick" action to make sure the Lebanese border remained quiet.—Reuters.

Mr Kitson rejects criticism of speech praising Russia

Moscow, Nov 7.—Mr Alex Kitson, the representative of the British Labour Party, who has been criticized in Britain for his speech praising Soviet achievements and contrasting them with life in the West, said tonight he stood by his remarks.

Mr Kitson, who is also representing the Scottish Trades Union Congress at the celebrations marking the sixtieth anniversary of the Bolshevik Revolution, met senior Kremlin officials today.

But he declined to give details of the discussions he had with Mr Boris Ponomarev, a candidate member of the Politburo, and Mr Anatoly Chernomyrdin, of the Central Committee's international department.

Referring to his remarks in a speech at Krasnogorsk just outside Moscow on Saturday that there was no unemployment in the Soviet Union while one and a half million were out of work in Britain, Mr Kitson declared: "What I said was a fact. If there's unemployment in the Soviet Union, I've never seen it."

Mr Kitson, a member of the Labour Party's National Executive, said he was "especially proud" to be attending the celebrations.

Asked tonight about criticisms by the former Labour Minister, Mr Reginald Prentice, now a member of the opposition Conservative Party, by two other MPs, Mr Nicholas Fairbairn (Conservative) and Mr Neville Sanderson (Labour), Mr Kitson said he was "not interested" in them.

In a report on his meeting with Mr Ponomarev, the official Soviet News agency Tass described it as friendly and said they exchanged information on the activities of the two parties.—Reuters.

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CIA may have to publish Kennedy documents

Washington, Nov 7.—Judge John Sirica today overrode protests by the Central Intelligence Agency (CIA) and said he would consider ordering the agency to publish highly secret documents on the assassination of President Kennedy.

He was hearing a petition from a group of private citizens hoping "to break the ring of silence surrounding the events in Dallas".

The CIA says much of the information has already been released and the remainder, if published, could "damage national security or compromise sources of information."

Judge Sirica, who agreed to consider the request, could deny the petition completely, or he could study privately some of the documents himself or order another person to do so to determine their value in the case.

Mr Bernard Fensterwald, counsel for the petitioners, is demanding all the information held by the CIA on five persons, including Lee Harvey Oswald, who the Warren Commission said shot President Kennedy. Mr Jack Ruby, who assassinated Oswald, is another of the five.

He is also asking for CIA papers on the late David Ferrie, a pilot who was the suspect in an investigation of the Kennedy death conducted in New Orleans.

Mr Fensterwald asked the judge to look at the papers himself in private to determine the validity of the Agency's claim that disclosure would jeopardize national security.—UPI and AP.

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Football

Incentive for players in period of restoration

By Norman Fox
Football Correspondent

England's situation with the use of large clubs in the international team ended yesterday when the manager, Ron Greenwood, omitted Callaghan and McDermott of Liverpool from the party all level players from which he will choose the team to play Italy in a World Cup qualifying match at Wembley tomorrow.

The match has become much less important than had been expected earlier in the competition but it remains significant as a guide to the future both at managerial and team levels. A modest victory for England, however unlikely even that may be, would do no more than force Italy to beat Luxembourg by any score in the last game on home ground on December 3. There is no doubt that Italy will do this.

It is necessary against a team who have conceded 19 goals in five games. So the primary point of the next week's exercise is to avoid another embarrassing night at Wembley and perhaps offer one or two younger players some incentive.

The difficulty for Mr Greenwood is that England will be playing for his personal future within the international framework. At least the result could have a bearing on the he receives. By all accounts, the trend of thought at the Football Association towards the future group will fairly young team manager and Mr Greenwood directing the restoration of the game at all levels.

In theory the result of the match should not matter a jot to the FA committee because Mr Greenwood's future is accepted. He has the experience, knowledge and ability to rebuild standards from the base.

After so many English disappointments at Wembley, Mr Greenwood will not risk sending out too many inexperienced youngsters against the Italians who have been so impressive in recent games. He has called on Ward, the Brighton forward who was taken to Luxembourg by England for experience, Cunningham, of West Ham, Albion, or Woodcock, of Nottingham Forest, all of whom may be brought in during the new year.

For the moment the new names to senior international football are, Coppell and Barnes of Manchester United, and Latchford, of Everton, centre forward, and, the one surprise, 31-year-old Bonds, West Ham United's sturdy captain who played for the England under-23 team as long ago as 1969.

The choice of Bonds, rather than Callaghan in midfield or in his club role as a sweeper would be the replacement of Callaghan in industry and tenacity combined, but there is the alternative of



The four newcomers to senior international football... left to right, Bonds, Coppell, Barnes and Latchford.

using him with Watson in the centre of defence. He has been used West Ham from himself with his practical approach and excellent kicking at the heart of the FA committee because of his managerial and team levels. A modest victory for England, however unlikely even that may be, would do no more than force Italy to beat Luxembourg by any score in the last game on home ground on December 3. There is no doubt that Italy will do this.

Mr Greenwood clearly feels susceptible to criticism for suggesting a player who probably has many equals who would not be considered unless comes from his former club, West Ham. Bonds has played only four first team matches this season because of injury and has been out of the team until the middle of the month. Even so, he could be of temporary value to England by closing his eyes on the Italian forwards, possibly Betts, with Gidman's speed also useful in re-organising players who accelerate dangerously.

Mr Greenwood said Bonds had not been chosen without recommendation from other sources. From John Lyall, the West Ham manager, and with Bonds, Todd and Brian Greenbush unavailable in his first season with Barnet, the possibility of Bonds linking with Barnet, who is also included, is attractive. Mr Greenwood said the omission of Bonds was made after much thought but Bob Paisley, the Liverpool manager, had said his players "need to play the Liverpool way".

Mr Greenwood added: "At Wembley we will be playing a little bit differently but I would like to pay tribute to the two players, especially Callaghan, for their efforts on England's behalf."

Links with the Ipswich Town team have been slightly reduced by leaving out Whyman and Woods who were in the original party for the match against Luxembourg last month, but the club's captain, Mills, is brought back and could be used as a full back on a Sunday. It was a full back that he played as substitute for England in their 3-2 defeat of Italy in New York last year and when they lost 2-0 in Rome a year ago. The match in the United States, incidentally, drew attention to the international potential of the Chelsea captain, Wilkins who should have become an automatic choice by now.

Despite his substance of high and hopeful centres, Bonds is at the head of large centre forwards. Mr Greenwood has decided to consider Latchford, who has scored 10 goals for Everton this season. Probably he believes that Bonds and Coppell will be in the right place at the right time. Certainly, Barnes has

developed into a highly exciting player who is having a fine season.

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Tennis

Miss Wade reaps her reward as tennis set find their Shangri-la

From Rex Bellamy
Tennis Correspondent
Palm Springs, Nov 7

Virginia Wade is \$35,000 richer after playing four singles matches and two doubles in the inaugural Colgate series championships, which ended here yesterday, in a singles play-off she beat Kerry Held 6-4, 6-2 to finish third out of eight behind Christine Evert and Billie Jean King. Miss Wade and Francois Durr were the four-team doubles championship. In the final they beat the Wimbledon champions, Helen Cawley and Joanne Russell, 6-1, 4-6, 6-4.

The total prize fund was \$350,000. Miss Evert and Mrs King won \$75,000 and \$40,000 respectively without playing doubles. Players and camp followers lived in pampered luxury and were highly entertained in a fashionable desert and mountain resort popular with show business celebrities. The weather was perfect in the final they beat the Wimbledon champions, Helen Cawley and Joanne Russell, 6-1, 4-6, 6-4.

The women's game thus acquired a distinguished new tournament, the richest it has ever had, in an environment of appropriate grandeur and elegance. The support, however, is that like the men they now have a coordinated international circuit with a logical climb for its rigour and rewards.

Paul Fitcher, one of the young players who was thought to be a contender for the England party, was seriously injured in a road accident yesterday. He was driving with his friend Ron, for Luton, when his car was struck by a truck. Fitcher was driving with his friend Ron, for Luton, when his car was struck by a truck. Fitcher was driving with his friend Ron, for Luton, when his car was struck by a truck.

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If the championships stay here, it is to be hoped that in future they will be played entirely in daylight—thus providing constant playing conditions and benefiting to the full from the sunshine and the scenery. The round robin format should be slightly revised, to provide a semi-final round as well as a final (or drastically revised to incorporate the virtues of the repêchage system). A further amendment worth considering is an expansion of the doubles championships—perhaps by turning this, too, into a round robin event.

The crowd visibly and audibly enjoyed yesterday's doubles final, many spectators leaping to their feet and yelling their pleasure at some of the more richly textured rallies. There were exciting fluctuations in the score during the second and third sets. But this was not a consistently good match. There were too many unforced errors. The last game, though, was all winners. Miss Wade was serving the only player who never lost her service) and Miss Durr hit four shrewdly-placed winners from the net. These two have won seven of their matches back to 2-0; but then lost three consecutive games and, shortly afterwards, the match was over.

Three of the competitors here, Miss Evert, Mrs King and Miss Wade, have flown to San Francisco for the annual Wightman Cup match between Britain and the United States. "It's going to depend rather a lot on me," Miss Wade said. "I'm obviously not obviously relished the responsibility."

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Swanton follows on with more memories

By Richard Smeaton

A new cricket book by E. W. Swanton, a former England international, is a welcome addition to the cricket literature. It is a book of memories, a collection of anecdotes and stories from the author's long career in the game. The book is written in a simple, straightforward style, and is easy to read. It is a book that will appeal to anyone who is interested in cricket, and who wants to know more about the game from the inside.

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Red card shown three times in colourless game

Wimbledon 1. Derlington 1. Three players were sent off in the fourth division match at Foulton Lane last night. Derek Craig, a Derlington defender, became the first player to be dismissed in a League match on the Wimbledon ground.

He was shown the red card by the referee, a 31-year-old Scot, in the 52nd minute. A minute from time Ferguson, of Derlington, and Edwards, of Wimbledon, clashed on the touchline and were also sent off.

Wimbledon, who were given a 30-minute delay by rain, also had Gavin booked. Hague, who was also booked, equalised for Derlington eleven minutes from the end of a colourless match in front of 2,028 spectators, Wimbledon's lowest League gate of the season.

Burnley completed the signing of Brian Hall from Plymouth Argyle for £25,000 yesterday. Steve Kinnon, of Wrexham, was also at the signing. Burnley manager, Ian Atkins, said: "We are delighted to have signed Brian Hall. He is a very good player and we think he will be a great asset to our team."

Yesterday's results

Fourth division
Wimbledon (1) 1. Derlington (0) 1.
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FA Cup: Fourth qualifying round: Northampton 1. Weymouth (0) 1. Weymouth 1. Northampton (0) 1. Weymouth 1. Northampton (0) 1.

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Greaves given chance to become a giant-killer

Wimbledon, who were FA Cup giants-killers when they were in the second division, are given a chance to become a giant-killer again when they play Arsenal in the first round of the competition. Arsenal, who are the current champions, are the only team in the competition who have not been beaten in the first round.

Wimbledon manager, Ian Atkins, said: "We are very confident about our chances of beating Arsenal. We have a very strong team and we think we can beat them. We are going to give them a good game and we are going to try to win it."

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FA have to wait 24 hours for Clough decision

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Tampa Bay offer 1m dollars for Simonsen

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Rugby Union

Averous pulls out of side for first international

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Golf

Molina takes home title for third time

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Motor racing

Shadow chief in the dark about Stuck's arrival

By John Blunsden

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Show jumping

Mrs Edgar goes clear to win jump-off

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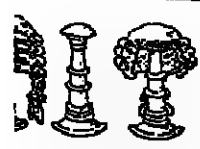
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Smith aims for British high jump record

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Legal Appointments

HONG KONG LITIGATION SOLICITORS

Johnson, Stokes & Master (practising in association in Hong Kong with Norton, Rose, Botterell & Roche) require additional Litigation Solicitors with not less than two years' post-qualification experience. Applicants should have experience in general High Court litigation preferably including one or more of the following:

- Running down claims
- Fire and other insurance claims
- Sale of goods claims particularly where a foreign element arises
- Claims involving banking documents
- Arbitration

A salary of £9,000 p.a. or more is offered depending on experience plus generous fringe benefits including housing allowance. Maximum salaries tax in Hong Kong is 15 per cent.

Applicants should apply in writing before 18th November giving full details of education, legal experience and other background to:-

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NORTON, ROSE, BOTTERELL & ROCHE,
KEMPSON HOUSE,
CAMOMILE STREET,
LONDON EC3A 7AN. (Tel. 01-283 2434).

All applications will be treated in strictest confidence.

COMPANY SECRETARY/ LAWYER

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A major insurance company based in Tehran needs a Company Secretary/Lawyer.

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Salary is negotiable, and the range of benefits includes housing, company car, and substantial assistance with medical and educational costs.

Please write, giving details of qualifications, experience and current salary, and quoting Ref. 159, to:

Mr. A. Cook, Grafton House,
PO Box 214, London NW3 7DH.

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CLAYMAN EMPLOYMENT Agency
Legal division have many vacancies in the legal profession. We are looking for a person to fill a position. Please send your curriculum vitae to: Blue Bell Europe, B. Dzielak, Employment Manager, Avenue du Boulevard 21, box 32, B-1000 Brussels, Belgium.

Wrangler

Bermuda Government

APPOINTMENT OF CROWN COUNSEL

The Attorney General's Chambers is seeking the appointment of a Crown Counsel on a three year contract.

The main duties of the post will be to prosecute in the Magistrates' Court and the Supreme Court, but Crown Counsel are also expected to undertake advisory work and conduct civil cases. There will be opportunities for other interesting work in Chambers from time to time.

Candidates should be called or admitted to practise law in Bermuda, the United Kingdom, Canada or other parts of H.M. dominions and should have experience of advocacy, preferably in criminal cases. The salary for the post is BDS21,240 to £22,863 per annum and there is no income tax in Bermuda. (BDS=US\$) Passages, baggage and settlement allowances are provided.

Applications giving full personal, education and career details should be sent by air mail addressed to the Secretary to the Public Service Commission, Post Office Building, Hamilton S-24, Bermuda, to arrive not later than November 29.

Appointments Vacant

Faber & Faber

BOOK DESIGNERS

Faber and Faber require two experienced book designers to handle the design, estimating and production of a wide range of books. They must be able to work quickly and efficiently with outside suppliers and in-house personnel. Good salaries will be offered to the right people. Please apply in writing, enclosing a full c.v. to the Production Manager, Faber and Faber Ltd, 3 Queen Square, London, WC1.

Required by a leading Japanese Trading Company, a versatile business person with initiative and drive for its electrical department.

The position involves buying and selling electrical/electronic equipment and some knowledge or experience in this field is desirable. Salary negotiable. Please write with details to: Manager, Personnel Department, Sumitomo Shoji Kaisha Ltd., P.O. Building, Leadenhall St., London EC3Y 4PY.

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AGED 25 TO 35 YEARS
SALARY CIRCA £7,000

International Mkt Computer Company require a Financial Analyst to report direct to the Planning & Budget Manager at their European HQ situated near Slough. The person appointed will be a qualified Accountant with at least 5 years experience in management reporting, budgeting and financial analysis.

Please apply in writing enclosing c.v. to: BOX 2790 J. THE TIMES

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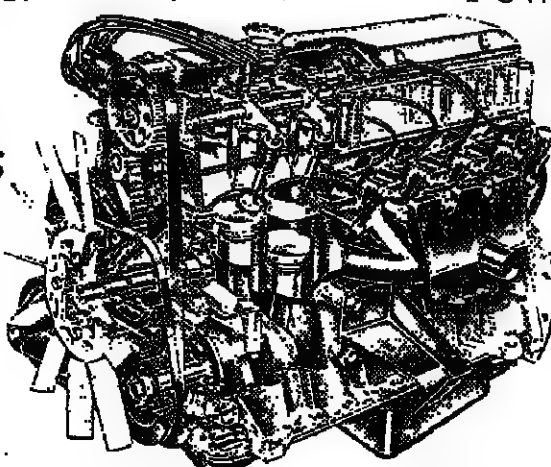
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NOW THE FIREMEN

Firemen are a group of workers rather prone to industrial action, but to action of a peculiar kind. Several brigades are already restricting themselves to emergency working over their present 30 per cent claim; last year London firemen worked to rule for a month over a variety of financial and personal grievances; at the same time Belfast firemen were leaving some terrorist fires to burn because of dissatisfaction over danger money. In the summer of 1975 there was a national dispute that lasted fourteen weeks, principally to exact a promise of a normal phase one award the following November. Perhaps the long night watches waiting for the alarm to ring encourage brooding over discontent; whatever the reason, firemen are often in dispute.

But it is unlikely that a single individual was killed or put in serious danger because of any of these actions. Last year's work-to-rule was carefully contrived to ensure that there always were enough stations manned to meet expected fire-fighting needs; the Belfast men turned out readily enough if life or personal property were endangered. As Mr T. N. Watkins, general secretary of the Chief and Assistant Chief Fire Officers' Association (which is not involved in the current action) confessed in a letter in our columns last summer: "These services cannot use the industrial strike weapon as do

other trade unions. They are always more than aware of the extreme danger. . . . They therefore have to have recourse to often plainly ridiculous procedures in order to draw public attention to their plight. The Government knows well this fact."

There is no reason to suppose that Britain's fire officers have suddenly lost all normal sense of responsibility. A week is a long time at the negotiating table. The threat of a strike is bound to alienate public sympathy. The disruption of services that must be involved obviously carries dangers, whether intended or not—even if a strike is not total and even if the Army is used to the greatest possible extent. Even routine work left unattended for too long can impair the effectiveness of a brigade. The Government, faced with so many more formidable and less scrupulous claimants, is clearly determined to contemplate the possibility of this strike without conceding the union's demands.

One of the odd feuds that the service is prone to concerns overtime. For fully three years the union has banned all overtime (except in emergency, of course). Neither this nor all the working-to-rule won acceptance of an ancient and reasonable claim to have the abnormally long working week of forty-eight hours reduced to, forty, with

additional manpower to fill the gap. Mr Rees conceded that point last week before the union decided to strike. Unlike the police, who recently accepted 10 per cent and an inquiry, the firemen have no acute recruitment problems, and no grievance about a missed phase one award.

The productivity of workers such as firemen is not easily measured. The number of people dying in fires has fallen slightly in the last three years; so has the real value of property destroyed. But the firemen may not deserve all the credit for that. What is certain is that five of them were killed on emergency service alone last year, and more than three hundred seriously injured. Their conduct yesterday should not obscure the courage and skill that their work entails. Like police and ambulance men (and other categories of workers in the public services) their responsibilities are such that in decency they cannot allow them to go undone. Government have a special duty to ensure that the rewards of such workers do not suffer. Mr Rees has already promised to take note of the findings of an internal study of firemen's relative earnings. Perhaps permanent machinery to keep them under constant review would ease some of the existing sense of grievance. But as yet the firemen have not made out a case for an award out of line with the average pay settlements.

AN AMNESTY UNDER DURESS

Hongkong seems to have been hit by a typhoon over the weekend, which looked until last night to be a good deal uglier than had been foreseen. The crisis that arose was neatly summed up when an official of the Independent Commission Against Corruption (ICAC) dialled 999 last week to call the police to deal with an invasion of its premises, including the roughing up of some of its staff, by policemen in revolt. In face of this manifestation of police anger the Hongkong Government promptly declared an amnesty for all those who might have been involved in corrupt practices before January 1 this year with the exception of those against whom warrants had already been issued, others who have already been interviewed by the commission and police or civil servants who are now living outside Hongkong.

This evoked an immediate and forceful reaction in some quarters protesting that the amnesty had been too hurriedly introduced, without sufficient consultation and was plainly conceded under duress. Its effect, it was argued, would be to cut the ground from under the uphill task of ICAC besides being grossly unjust as between

those who were still likely to be tried and sentenced and those who would now benefit from the amnesty. However, when some elements of the junior police seemed to be regarding the amnesty as inadequate and threatened to march on Government House to demonstrate if it were not made complete without exceptions, the Government even more speedily passed a new law giving the police commissioner power summarily to dismiss any officers who wilfully disobeyed orders coupled with loss of pension rights.

The threat of anarchy and the immediately imposed penalties seemed last night to have turned the tide. The police associations at all levels are said to have rallied with expressions of loyalty. Community organisations offered their support to the Government for the amnesty, albeit regretting the circumstances in which it had had to be introduced. Most of the other criticisms were also muted by the much greater danger—now diminished—of a real breakdown of authority within the police force. The hotheads among the junior police have abandoned their protest march. The outcome may still leave difficulties for ICAC but

public feeling in Hongkong has shown forcibly that it wants order kept as well as corruption ended.

That is bound to be a task requiring firmness and finesse—a difficult combination. Given the endemic character of corruption in East Asian societies and given the commercial priorities in Hongkong it would be surprising if corruption had not taken root in an era of great economic expansion. In such circumstances money easily becomes the accepted mode of lubrication between business and the lower levels of the bureaucracy, between the public and some civil servants, most of all between any illegal or questionable activity and the law.

Since ICAC has pressed its case against civil servants and police, unfortunately the underground activities such as drug trafficking are usually run by syndicates and are marked by police squads which come to resemble corrupt syndicates themselves. Few policemen can evade the contact. Even if they refuse to join they are likely to be silenced. One could hardly pick on a harder place in which to uproot corruption than Hongkong.

DIFFERENT IDEOLOGIES, SAME PROBLEMS

Ten times since 1963 the British-Polish Round Table has gathered together an assortment of politicians, officials, academics and others from the two countries to talk and drink together and try to throw a few bridges across the east-west divide. A core of regulars maintains continuity while about a third of the participants are new to the time. The tenth meeting took place last weekend in Britain. Similar conferences with the Hungarians and the Russians are taking place soon but their history is much shorter. Poland enjoys a seniority appropriate to its special place in British concerns.

It would be easy but mistaken to dismiss such meetings as talking shops having no discernible influence on the hard realities of politics. They serve a number of useful purposes. They build a network of personal relations which can deepen understanding on both sides. Official contacts are necessarily constrained and liable to be less continuous in personal terms because politicians and diplomats change jobs frequently. Informal contacts can be a valuable supplement.

The meetings also provide a continuous chart of changes in east-west relations. The Anglo-Polish conference went through some rough periods, especially around 1968. At one time it was dominated by obsessive arguments about Germany, which have now died away. A more recent and also significant change was the opening discussion of the internal affairs of both countries is now possible, whereas at one time Poland's internal affairs were almost wholly out of bounds. This is partly the result of détente and partly the consequence of a humbler and more self-critical spirit on both sides. With the lights going out from time to time during the conference it was hardly possible to claim that the institutional machinery for representing the interests of British workers was wholly adequate. With the Polish regime still afraid of provoking riots if it raises meat prices the equivalent claim could scarcely be made for Poland either.

Thus even with all the obvious differences of structure and ideology there was sometimes more common ground in discussions on how to manage modern industrial societies than

in attempts to bridge the familiar differences over arms control and other aspects of east-west relations. Both countries recognize new challenges to their institutions, new problems in industrial relations and the need for new ideas on how to contain opposition within a political framework. In Poland discussion has been intense since the riots over higher meat prices last year, which were provoked partly by the failure of the consultants that allegedly preceded the increase.

The regime is now aware of having to live not only with a largely private peasantry and a powerful Church but also with a more educated and demanding industrial working class which has tasted power. Its answers are supposed to emerge at a special party conference early next year. Whether they will be any more effective than previous answers remains to be seen but willingness to admit the existence of a problem has not always been as open as it is now, which is at least a starting point for progress as well as a point of contact in east-west relations.

Moral Re-Armament

From Mr Gordon Wise
Sir, The fact that Moral Re-Armament is an anathema to some sections of British society, as Caroline Moorehead writes (*Times* Profile, October 31), is, I suggest, not due to any prewar links with fascism but to its consistent opposition to moral compromise. It is perhaps the reason that Mary Whitehouse comes into conflict with the same vocal group.

Opponents of Moral Re-Armament, instead of taking issue openly with absolute moral standards, put on a smoke screen called fascism, which can be confusing. To set the record straight, Moral Re-Armament had no links with any prewar links with fascism but to its consistent opposition to moral compromise. It is perhaps the reason that Mary Whitehouse comes into conflict with the same vocal group.

Men and women of Moral Re-Armament died in concentration camps or on battlefields of World War II, winning decorations from the VC and GC downwards. As one who first came to this country as a pilot with the RAAF, I would not like to see this false impression

of Moral Re-Armament left by Caroline Moorehead's profile go uncorrected. Yours faithfully, GORDON WISE, Secretary, The Oxford Group/Moral Re-Armament, 12 Palace Street, SW1, October 31.

Situation in Rhodesia

From Mr Geoffrey Pattie, MP for Chertsey and Walton (Conservative)
Sir, The Bishop of Chelmsford (November 3) urged a recognition of reality about the situation in Rhodesia. He also asserts that "it is about the negotiation of the transfer of power to the majority that the nightmare of the period of the armed struggle can be brought to an end."

This statement reveals a touching belief, rather typical of the thinking of the British Council of Churches, that at the time of transfer, all of the 3,600 armed terrorists at present operating inside Rhodesia will come in from the bush and lay down their arms. I would share the Bishop's pleasure if this happens but the signs are not propitious. The reality is that armed clashes have already occurred between the two wings of the Patriotic Front. The reality is the intense rivalry between those fighting in the bush and those waiting to achieve the fruits of victory from the comparative safety of Salisbury. The reality is the unbridgeable nature of the

inter-tribal animosity. All of this is likely to mean, sadly, that unless there are adequate safeguards for black and white Rhodesians, the transfer will by no means signal the end of the armed struggle, rather will it herald the commencement of a new and bloodier phase. Yours faithfully, GEOFFREY PATTIE, House of Commons, November 4.

Thefts from cars

From Mr Tom Anderson-Slight
Sir, During the last five days no less than three cars used by my staff or family have been broken into and had their radios and cash stolen while parked in NCP car parks in Central London. On reporting these incidents to the police we have been told that in the last 15 days or so there have been no less than 400 similar incidents.

Car park crime is reaching epidemic proportions while the car park operators disclaim all responsibility and the police appear unable, even uninterested, in taking action to prevent it. It is surely iniquitous that motorists who go to the trouble of parking off the streets should be so victimized. Yours faithfully, TOM ANDERSON-SLIGHT, Nimrod Marketing (Overseas) Ltd, 123 Mount Street, W1, November 3.

Caring for works of art

From Dr Peter Cannon-Brookes

Sir, It is with great sadness that I read the statement of Sir Hugh Casson (Secretary of the Museum of Modern Art) in your issue of November 4 on those leaders to art exhibitions who insist upon adequate environmental control of display galleries as a prerequisite for lending. Without wishing to become involved in the particular problems of the Somerset House galleries, it is perhaps an opportune moment to reiterate the fundamental principles which apply to all loan exhibitions.

All works of art made of organic or sensitive materials are subject to natural decay and the rate of decay depends upon the environmental conditions to which they are exposed. The traditional view, that so long as reasonable care is taken of a loan no additional deterioration takes place as a direct result of its transport and display, has in the light of modern scientific evidence been untenable for many years.

The exhibition organizer has to accept that the transportation of a fragile work of art and its display in a strange environment inevitably results in an increased rate of deterioration. Thus the exhibition organizer has a moral responsibility, both to the lender and to posterity, to assess carefully the short-term and long-term risks to be made from the exhibition in order to be certain that they are at least commensurate with the increased rate of deterioration, and to take reasonable precautions to reduce to an absolute minimum that element of the increased rate of deterioration which can be directly attributed to the environmental conditions under which the loan is to be transported and displayed.

The responsible lender is a trustee for posterity, balancing the demands of contemporary society against those of future generations, in the clear knowledge that the life of a work of art is finite. Thus there are occasions when we must deny ourselves the selfish pleasure of exposing works of art to unstable or hostile environments and the taking for ourselves an excessive proportion of the risk. It is obviously true of watercolours and other light-sensitive works of art.

It can be argued that there are now an excessive number of art exhibitions, and the principal role of the International Exhibitions Committee is currently preparing an Exhibition Organizers' Manual covering all aspects of the organization and administration of loan exhibitions in order to add muscle to the ICOM Guidelines for Loans which have already been accepted as the official policy of UNESCO towards international loan exhibitions of works of art.

No doubt the windows of Burlington House, like those at Windsor Castle, will continue to be opened when the rooms below are hot, but increasing numbers of lenders will insist upon the "experts, air conditioning and humidification" which Sir Hugh Casson derides. Yours faithfully, PETER CANNON-BROOKES, President, International Exhibitions Committee, ICOM, City Museum and Art Gallery, Birmingham, November 3.

From Professor C. R. Dodwell

Sir, Dr Parr's article ("Saving the Bellini for Britain", November 4) is most welcome. There is, however, another very positive way in which the Government can help regional galleries with little or no expense to themselves. This is by subsidizing the costs of important exhibitions, a privilege already enjoyed by national galleries and museums in London and also, to everyone's satisfaction, by the Arts Council. These costs are a very real drain on the slender resources of the galleries in the regions. Yours sincerely, REGINALD DODWELL, Director, The Whitworth Art Gallery, Whitworth Park, Manchester, November 4.

The Zinoviev letter

From Mr Per Egil Hegge

Sir, May I add a demit or two to the debate about the Zinoviev letter? In her memoirs, *We Were All Supposed to Die*, as the original Swedish title could be translated, the late Mrs Aino Kusunen, Otto Kusunen's second wife, describes the construction in Komintern headquarters in Moscow when the letter was published in England.

The Komintern staff spent great away that the letter was, technically speaking, a fake, because her husband's middle initial V (for Ville) was omitted in the published version. On the other hand, the contents were disturbingly close to instructions that had actually been sent to British Communists from headquarters in Moscow.

To contain the damage, the Komintern staff staged a complicated cover-up operation: A British trade union delegation was invited and given a conducted tour of the Komintern archives, which had been completely purged of all damaging material, and new, faked correspondence had been put in the files. Very vividly, she describes the laughter ringing through the building as the British delegation was leaving, convinced that the Komintern had never tried to meddle in British politics.

As Lenin might have put it, the question is who fakes what. I am, Sir, your obedient servant, PER EGIL HEGGE, Washington Correspondent of *Aftenposten*, Oslo, Washington, November 3.

Protesting against strike disruption

From Mr Cecil Gould

Sir, We have been told, at intervals throughout at least my own life, that this country is on its last legs, and nothing supports the idea more than the resignation with which we accept without protest indignity after indignity and outrage after outrage at the hands of selfish and irresponsible minorities. We are forced to go without bread, rail and air services are dislocated and cancelled, millions are deprived of electricity, television and theatrical performances are disrupted, and what do we do? Can no one devise a means whereby the just fury of the majority can be made forcefully visible to the minorities?

Yours faithfully, CECIL GOULD, The Reform Club, Pall Mall, SW1, November 4.

From Mr D. S. Kenyon

Sir, We are continually hearing complaints from the trade unions about the failure of industry to invest. Yesterday I attended a board meeting where we decided to spend in excess of £100,000 on two stand-by generators, in an endeavour to counter the disruptions caused by power cuts.

This money has been taken from sums set on one side, which were earmarked for factory expansion in a development area, which would have meant more jobs and more money for export. This expansion will naturally have to be delayed until we re-accumulate the necessary funds.

Need I say more? Yours faithfully, D. S. KENYON, The Old Bakehouse, 36 Eastgate, Ballaton, Market Harborough, Leicestershire, November 3.

From Mr Adam Nicolson

Sir, In his letter published today (November 5) Brigadier Hutchins deplores the possibility of enacting authoritarian measures now regarded as unthinkable. He nevertheless less recommends "acceptance of the truth that since in a democracy every man or woman is free to choose what his work shall be, it means no loss of freedom to remove the right to strike from workers in certain industries. This is cloud-cuckoo land. With one and a half million unemployed and

Treatment of Mr Helms

From Professor Harry Howe Ransom

Sir, Lord George-Brown's letter (November 4) defends Richard Helms, former Director of the United States Central Intelligence Agency, who has been under investigation for alleged perjury in testimony before a Congressional committee probing CIA secret operations. He compares Helms's difficulties with his own experience as a responsible Minister with jurisdiction over certain British secret operations, and with the British system of secrecy and political responsibility.

Lord George-Brown would appear to have overlooked several important distinctions between the American and British system and experience.

(1) Congress has a Constitutional responsibility separate from that of the Executive and cannot function effectively if led to by agents of the Executive Branch.

(2) The record shows that in a number of cases CIA secret operations were not under responsible

political controls and lacked political legitimacy.

(3) When called to testify, Mr Helms, in retrospect, clearly had options other than deception of Congress.

The dilemmas of secret operations by democratic governments are coped with more successfully in parliamentary governments, where executive and legislative responsibility are fused. The American separation of powers system offers a more difficult problem, but one which will not be solved by CIA directors deceiving Congress. I would certainly support the United States Federal Court's decision that this lesson must be taught, even if Mr Helms is apparently the scapegoat for a widely pervasive system in which the American Executive branch has for 30 years deceived Congress about its secret operations. Besides, Mr Helms apparently will receive a little more than a slap on the hand.

Sincerely, HARRY HOWE RANSOM, Visiting Professor, School of History, University of Leeds, 3 Fitzwilliam Road, Harewood, Leeds, November 4.

1625-1700, 1700-1800, and (in two volumes) 1800-1900. The sixth volume will be an index volume and there may be supplementary volumes. It is hoped that Volume 6 for 1800-1900 will appear in 1978. The publisher is Mansell Information/Publishing Limited.

Naturally we cannot, with this first edition, include every author of standing for whom there are extant literary manuscripts but initially we are listing the manuscripts of 270 major British and Irish authors. In addition, authors' manuscripts we intend to record contemporary transcripts, notebooks and commonplace-book versions, authors' marginal notes and corrected proof sheets and typescripts. Letters and business documents, necessarily have to be excluded though they are to be briefly described in the introduction which will be given to each author.

In due course we expect to enlarge this work with volumes recording the manuscripts of authors not included in the first edition and ultimately to achieve a substantially comprehensive reference work. Yours faithfully, JOHN HORDEN, Director, The Institute of Bibliography and Textual Criticism, School of English, University of Leeds, Leeds, October 31.

Tories and laissez-faire

From Mr Mark Brady

Sir, Mr Bradley (October 28) is quite mistaken when he identifies the doctrine of laissez-faire with the Conservative Party and "the right"—an error which is all the more surprising since he cites Herbert Spencer's observation that "most of those who now pass as Liberals are Tories of a new school". Spencer recognized, as evidently Mr Bradley does not, that the Tory Party has always stood for paternalist government. Their defence of property was and remains a defence of particular property rights many of which could be maintained only in direct contravention of the requirements of justice. Yours faithfully, MARK BRADY, 3 Elmwood Court, Constitution Hill, Woking, Surrey, October 29.

Index of manuscripts

From Dr John Horden
Sir, In the report ("Bloomsbury set letters sold to British Library", October 24) your Arts Reporter refers to the Strachey Trust's desire to encourage the cataloguing of manuscript material. Your readers may be interested to know that work of this kind has been in progress since 1973 and that it is hoped to achieve the immediate objective within two years.

Under my editorship, I have shared with Mr Theodore Hoffmann, and assisted by a panel of editorial advisers, three full-time researchers have been compiling an *Index of English Literary Manuscripts*. This will appear in six volumes covering the years respectively 1450-1625,

Changing the BBC wavelengths

From Mr Howard Newby

Sir, Under the heading "Changing the BBC Wavelengths" (Letter, November 2) the Reverend Caryl Micklem expresses concern about the possible difficulties in receiving Radio 3 after the changes of November 1978.

If Radio 3 remained on its present frequency its night-time medium wave coverage would be of only a small proportion of the total population. When it moves to 1215 kHz 247m Mr Micklem would be able to obtain satisfactory reception both by day and by night. This will apply to many other listeners, but some will need to use VHF, particularly during the hours of darkness. Fortunately many Radio 3 listeners do so already and obtain far better reception than is possible on the medium wave band.

Putting Radio 3 on to the long wave band in November 1978 will make it available as a complete service in England, Scotland, Wales and Northern Ireland. This is not a plan to kill off Radio 4, as Mr J. F. Baillie (November 2) supposes. Indeed, as he lives in Edinburgh he will, in addition to this, complete Radio 4 service, continue to receive Radio Scotland at exactly the same point on the dial as he does now.

Our surveys indicate that out of 38 million radio sets just under 5 million are without a long wave band, but as most households possess more than one receiver the number with no long wave capability at all is quite small. The fact is that the long wave has been a vital part of British broadcasting for over 50 years and we have consistently advised our listeners that they need a set covering all three wavebands—long, medium and VHF—to enjoy the full range of BBC radio services. Many excellent receivers of this type are available at reasonable prices.

Yours faithfully, HOWARD NEWBY, Managing Director, Radio, Broadcasting House, W1, November 7.

From Mr William Flower

Sir, If the power workers are able to induce the present degree of dislocation simply by working to rule, is there not something fundamentally wrong with the "rules"?

Yours faithfully, WILLIAM FLOWER, 84 Lancaster Close, St Petersburg Place, W2, November 3.

Restrictions on shotguns

From the Editor of Shooting Magazine

Sir, I fully agree with PHS's remarks about the Government's proposed firearms legislation (*The Times*, 29 November 4), and would like to support his appeal for members of the shooting fraternity to write to their constituency MPs opposing the proposals.

These proposals represent a distinct threat to a sport that is enjoyed by countless thousands of regular and occasional game and clay pigeon shooters. The Government's readiness to introduce more stringent restrictions on shotgun ownership requiring individuals to satisfy their local chiefs of police that they have good reason for owning or using a shotgun and that they have permission to shoot over a particular area, as well as by limiting the number of shotguns that they may own—snacks of a sop to the law-and-order clique rather than a constructive attempt to reduce armed crime. Indeed, figures have been published which show that the proposed aim of the proposals, reducing armed crime, is highly unlikely to be achieved even if they were to become law.

It is estimated that there are almost one million people in the United Kingdom who are legitimate shooters. They are responsible people who are aware of the danger of their weapons if misused and they consequently use them and safely store them appropriately. A high percentage of this number would be sure to suffer if the Government blindly pursued proposals that are little more than a copy of those discarded four years ago. Proposals designed to spoil many thousands of people's enjoyment in order to silence a volatile clique should surely be rejected out of hand.

Finally, to pursue another of PHS's comments, the disinterest of MGS's members by one of this magazine's correspondents wrote a well balanced letter at the beginning of June to each of the 635 MPs. By September he had received a mere 53 replies of which 24 acknowledged the letter. Yours faithfully, PAUL DOBSON, Editor, *Shooting Magazine*, Falsten Ltd, 58 Ford Lane, Ilford, Essex, November 4.

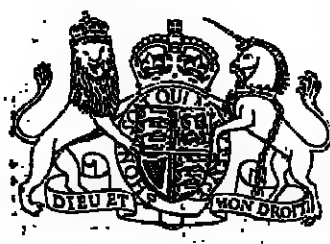
Cleaning of Parliament

From Mr K. J. Negus

Sir, I read with amazement the letter from Mr R. S. Conibear (November 3). Surely it cannot be serious in suggesting that soot and dirt deposits enhance the stonework of Parliament. If the architect had wanted a black building, he would have used that colour stone. He designed the fine ornamental carvings to be seen, not to be covered up and disfigured with harmful soot and dirt deposits, which gradually eat into the stone. The main reason for cleaning a building is to preserve it, and to arrest the principal cause of decay, namely, the sulphuric acid contained in the dirt.

It follows, therefore, that cleaning saves money by avoiding costly reinstatement later. It also uncovers any defects such as open joints which, if left, could lead to serious problems in the future.

Obviously I would like to see Parliament cleaned, not only because I am prejudiced, but in saving the building from having to have the stonework reinstated at a where decay occurs in the future. That would look even worse than a dirty building, and cost a sight more money in the long term. Yours faithfully, K. J. NEGUS, Managing Director, London Stone Ltd, and Chairman, Stone Cleaning & Restoration Section, Federation of Stone Industries, 55 53 Worship Street, EC2, November 3.



COURT CIRCULAR

BUCKINGHAM PALACE
November 7: The Lady Susan Hussey has succeeded the Hon. Mary Morrison as Lady-in-Waiting to the Queen.

YORK HOUSE
November 7: The Duke of Kent, President of the Royal National Life-Boat Institution, this evening attended a Reception at the Buckingham Palace in Whitehall in aid of the American Red Cross Appeal.

THATCHED HOUSE LODGE
November 7: Princess Alexandra and the Hon. Angus Ogilvy, attended by the Lady Mary Fitzalan-Howard, left the Royal Air Force Benson this evening in an aircraft of The Queen's Flight for Paris.

Her Royal Highness and the Hon. Angus Ogilvy are to visit the new Marks & Spencer Store at Remy II and will be present at a Dinner Party, held to mark the occasion of The Queen's Silver Jubilee, at the British Embassy.

Queen Elizabeth the Queen Mother will visit the Park Lane Hotel on November 18.

Lord Lloyd of Kilgerran, QC, leaves for his usual duties at the National Council for One Parent on November 18.

A memorial service for John Bowler will be held at St George's Church, Hanover Square, W1, at 4.30 on November 24, 1977.

Birthdays today
The Marquess of Abernethy, 68; Air Marshal Sir Norman Collett, 58; the Rev Professor V. A. Demant, 64; Sir William Kinmonth, 73; Sir Richard Lunt, 62; Professor Robert McWhirter, 73; Sir Alexander Weddell, 64.

Marriage
Mr R. Bischoff and Miss B. C. Beach. The marriage took place at the Royal Hospital Chelsea on November 5 between Mr Rainer Bischoff, of Berlin, and Miss Rosemary Beach, of the Ropewalk, Bournemouth, Hampshire.

Today's engagements
Queen Elizabeth the Queen Mother attends reception given by London Branch of the Black Watch Association, Duke of York's Headquarters, Chelsea, 7.30.

The Duke of Gloucester visits the Scottish Special Housing Association's offices, London, for luncheon to mark its fortieth anniversary and presents Association for Protection of Rural Scotland Awards, Royal Architectural Society, Edinburgh, 11.30.

The Duke of Kent visits factory of J. C. B. Sales, Uxbridge, 11.30. Westminster Abbey: Eighty-fifth birthday homage of Dr Herbert Howells, organ recital, Geoffrey Warrick, Royal Whitehall, 6.30.

Warship appeal
HMS Cavalier Trust, the charity that bought the last of the Royal Navy's classic warship destroyers, is appealing for £500,000 to preserve the ship as a museum. The appeal is being launched by the trust's treasurer, Mr R. H. M. Hammersley, of 76, Rochester Row, Westminster. Contributions should be sent to the trust's bankers, Courts and Co, 188 Fleet Street, London.

University news

ABERYSTWYTH
Dr D. W. Morris, BSc (Wales), PhD (Newcastle), has been appointed to the chair of agriculture in succession to Professor W. Ellison, who is retiring.

Ulm
Dr R. S. Holdom, senior lecturer in industrial microbiology at Strathclyde University, has been appointed to the new post of Director of Research and Consultancy Services.

Tor
Grains over 10 months from the UK's first grain to the environment for a study of the effects of the long-term use of grain on the environment. The study is being carried out by the National Institute for Research in Grain and related research into child nutrition.

SIGHTLESS
Many things are good to look upon and bring enjoyment and happiness, but the blind must live in a land of darkness. They can, however, still enjoy the pleasure of reading by the free loan of specially prepared books in Braille and Moon supplied by this Library.

LEGACIES, DONATIONS AND SUBSCRIPTIONS
are gratefully received by the Secretary.

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Tel. Belfast 44013 (10 lines). Telex 747448, 747008
(Answerback Genset G)

Fortcoming marriages

Mr R. J. S. Clarke and Miss P. L. MacKinnon
The engagement is announced between Richard James Scott, son of Mr and Mrs Harold R. Clarke, of London, SW17, and Patricia Lynton, daughter of Mr and Mrs Kenneth R. MacKinnon, of Windyhaugh, Troon, Scotland.

Mr R. D. M. Davies and Miss V. M. Badfield
The engagement is announced between Robert, elder son of Major and Mrs R. D. Davies, of Brynawel, Llangatfan, Powys, Wales, and Vivienne, elder daughter of Mr and Mrs P. Badfield, of Fairfield House, Dale Brow, Freckney, Cumbria.

Mr J. M. H. Payne-Payne and Miss M. C. Bradley
The engagement is announced between Jeremy, son of Mr and Mrs J. M. H. Payne-Payne, of Bedford Park, London, and Miss M. C. Bradley, only daughter of Mr and Mrs R. A. Bradley, of Highgate, London.

Mr W. H. Sowerby and Miss T. W. Lorton
The engagement is announced between William, son of the late Mr B. D. Sowerby, of Sowerby, of Lillie Manor, Luton, Bedfordshire, and Tamsin, daughter of Mr and Mrs C. Le Grice, of Trevelin, Penzance.

Mr D. Tough and Miss C. Bradshaw
The engagement is announced between David, son of the late Mr and Mrs D. Tough, of Adelaide, Australia, and Caroline, daughter of Mr and Mrs R. Bradshaw, of Oxford.

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INSURANCE IN THE ARAB WORLD

New wealth opens up big opportunities

by Ali A. El-Shafei

The insurance industry in the Arab world has passed through several development stages, each characterized by its features and circumstances. Since this industry includes direct insurance and reinsurance, the stages of development are divided into three. The first stage—foreign companies, branches and agencies—started during the last quarter of the nineteenth century. Insurance entered Arab countries after economic and military penetration. Foreign insurance companies, branches and agencies were established to serve foreign economic interests.

European countries therefore shared insurance influence in the Arab region according to their political and economic divisions. We find, for example, British insurance companies, branches and agencies in Egypt, Iraq, Sudan and Jordan; French in the Arab Maghreb (Tunisia, Algeria, Morocco), Syria and Lebanon; and Italian companies in Libya.

In a second stage, after the achievement of political independence and the establishment of national economic interests, participation in insurance activities then became essential. Some Arab countries then witnessed the establishment of mixed insurance companies with a national identity, in which national and foreign interests participated. The activity of these national insurance companies was small in comparison with the major insurance operations achieved by foreign companies in the Arab world.

Before 1956, for example,

there were 124 foreign insurance companies operating in Egypt, while there were 13 Egyptian insurance companies. The 13 Egyptian companies comprised 9 per cent of the total, with a capital of £E1,722,875 or 29 per cent of the total. Foreign companies numbered 124, comprising 91 per cent and a capital of £E4,141,050, 71 per cent of all insurers.

Until 1959 there were 46 foreign insurance companies operating in Syria, but there was only one national company, (Société Syrienne d'Assurances) with a contribution of 40 per cent in capital from the Lebanon. In the third stage, most of the Arab states became independent and moved away from foreign economic interests, mainly in banking and insurance.

As a result these two industries were nationalized in Egypt, Syria, Iraq and Algeria during the 1960s. Those countries limited their insurance operations to their wholly national companies, that is those whose capital and administration belonged to the state. Hence foreign companies left these markets, as well as that of Sudan.

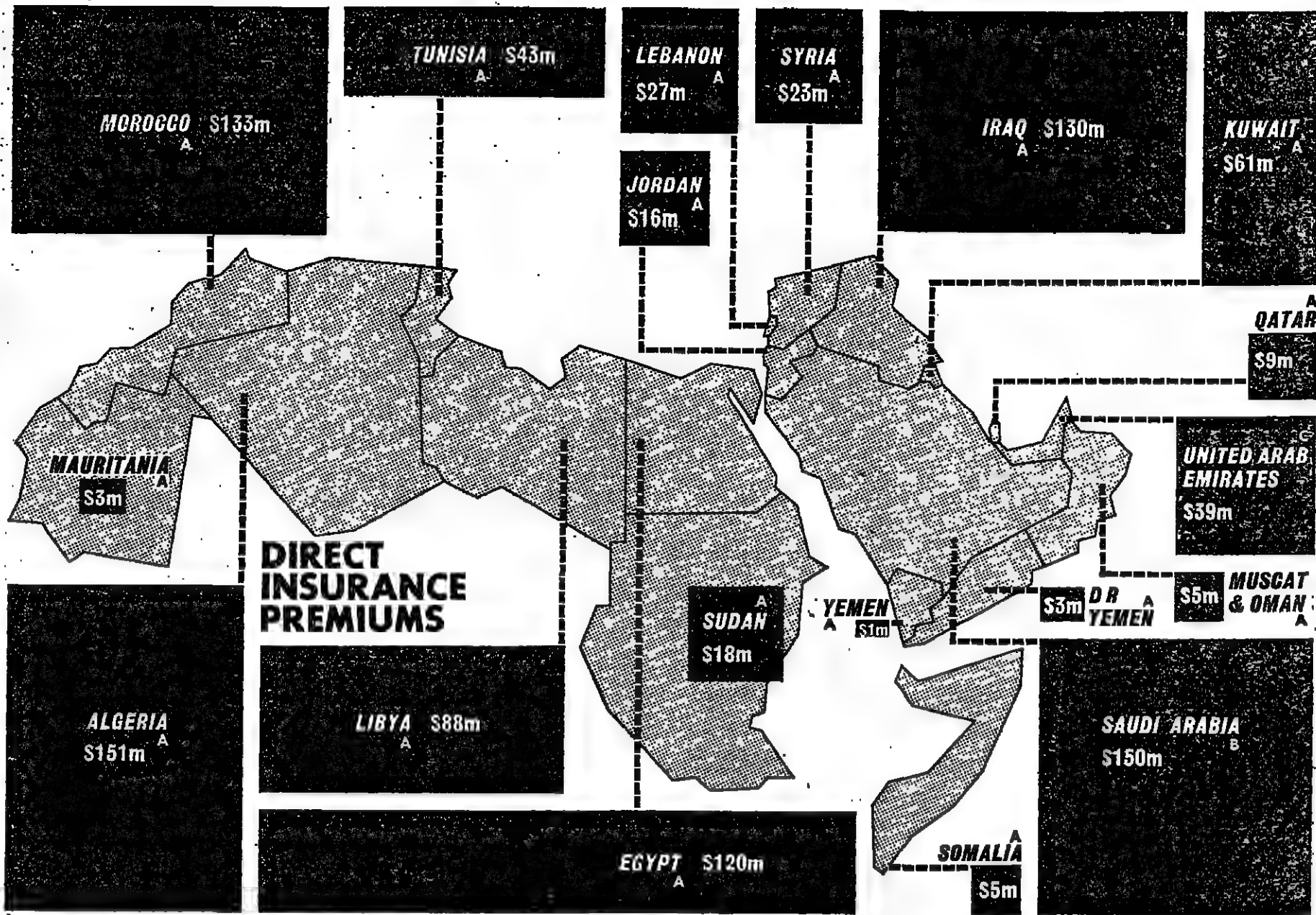
Other states such as Libya and Mauritania followed the same trend, limiting insurance operations to their nationalized companies. This trend was an initiative to Arabize the insurance industry through the establishment of strong national companies with Arab citizens owning the major part of the capital. Examples are seen in Morocco, Tunisia, Kuwait, the United Arab Emirates and other states.

Undoubtedly, the increase in Arab riches, national industries and economic activities and the existence of large industrial projects in the Arab world have opened new areas to the insurance industry. This led to the establishment of insurance companies with Arab capital.

The General Arab Insurance Federation shows the spread of Arab insurance companies. The development stages of the Arab reinsurance industry could be summed up as: (1) Comprising the first and second stages for the development of direct insurance in the Arab countries. Reinsurance operations were completely dependent on foreign markets according to the political distribution. For example, markets which were related to Britain depended completely upon the British Reinsurance Market. (2) The increase in the direct insurance activities of national companies—whether nationalized or the capital of which belong to Arabs—gave rise to the establishment of specialized reinsurance companies.

In 1957, the first Arab reinsurance company was established in Egypt (the Egyptian Reinsurance Company). This was followed by the foundation of similar ones in Iraq, Morocco, Libya, Kuwait and Sudan. Other national reinsurance companies are to be established shortly.

In describing the activities of the General Arab Insurance Federation we have a clear picture of the development of the insurance industry in the Arab world. The idea of establishing a Federation of Arab insurance and reinsurance companies first came into being during the early 1960s, which culminated in the establishment



A Arab General Insurance Federation, from statistics of Iraq Reinsurance Co. B external estimates. C UAE Monetary Board. Latest comparable figures (1975).

of the General Arab Insurance Federation in 1964. The founders were 23 insurance and reinsurance companies from the 12 Arab states of Jordan, Tunisia, Algeria, Sudan, Syria, Iraq, Qatar, Kuwait, Lebanon, Libya, Morocco and Egypt. The basic conditions for membership in the federation were that: the appli-

cent company or organization should be of an Arab nationality; it operates in an Arab country; and at least 51 per cent of its capital should belong to Arabs. These conditions could only be met by a few companies operating in the Arab area (30 companies, eight of them Egyptian), whose business did not exceed 40 per cent of the insurance activity in the Arab area.

After 13 years of the federation and with the Arabization of insurance companies, members of the federation fulfilling the above conditions amounted to 80 companies of which two are general organizations, namely: Egyptian General Insurance Organization of Egypt and the State Insurance Organization of Iraq. Six are national reinsurance companies, and two inter-Arab reinsurance companies, namely the Arab Reinsurance Company of Lebanon and the Arab Union Reinsurance Company of Syria. The remaining members are direct insurance companies.

These companies' activities represent more than 90 per cent of the total insurance operations in the Arab world.

The main achievements of the General Arab Insurance Federation were:

- 1—Establishment of the Arab Reinsurance Company, with joint Arab capital in which Arab insurance companies and organizations and some banks are shareholders.
- 2—Formation of Arab reinsurance pools, namely, fire, marine/cargo, marine/bull, aviation and engineering.
- 3—Arabization of life, marine and fire insurance terminology.
- 4—Exchange of Arab insurance and reinsurance skills.
- 5—Training and education in the different Arab insurance institutions.
- 6—Procedures for the establishment of the Arab Regional Insurance Institute in Khartoum, Sudan, in collaboration with Unctad.
- 7—Putting the Inter-Arab Motor Insurance Card into effect.
- 8—Sponsoring specialized seminars dealing with the different insurance branches. The federation—individually and in collaboration with other organizations—held 12 seminars during the past four years, in which papers were presented by Arab and foreign speakers from various international insurance markets.

These achievements represent a large part of the Federation's objectives.

Some believe that the basis of Islamic legislation is in conflict with the insurance industry. Undoubtedly this is a false belief. Interpreters of Islamic legislation differentiate between these three types of insurance:—

- 1—Cooperative insurance: It is unanimously approved of in all insurance branches.
- 2—General insurance: The majority believe at present that the different insurance branches for example, fire, transport, accident, and engineering, are acceptable to Islam.
- 3—Life insurance: This branch is still subject to further studies by scholars and

the Assembly of Islamic Research. A definite conclusion has not yet been reached, although the modern tendency is possibly towards accepting life insurance.

The author is secretary general, General Arab Insurance Federation, Cairo.

Year	General ins. claims after deducting reinsurance			Settled claims after deducting reinsurance		
	Egypt Cos	All Cos	Percentage	Egypt Cos	All Cos	Percentage
1949	887,710	1,874,214	47.4	587,160	714,812	54.2
1951	1,180,614	3,191,952	37	502,603	1,408,550	36.7
1954	1,755,965	3,652,648	48.3	285,445	315,370	90.5
1955	1,972,632	3,963,118	49.8	992,019	1,703,041	58.2
1956	2,880,168	3,824,269	69.5	1,172,891	1,459,359	80.3
1957	2,402,109	3,192,291	75.2	859,981	1,131,890	75.9

Figures in £E.

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Cut-throat competition makes life difficult for brokers

by Tony Sutton

The explosive growth of construction activity in the Middle East has produced intense competition for the business within the insurance market.

London did hold a majority of the construction underwriting business but is now losing out to the European markets; German companies now have the largest slice of the market. Middle East national and local companies are also taking an increasing share.

Many of the underwriters in London have suffered losses on Middle East construction business. In 1975 they lost several millions of pounds when heavy flash floods in the Gulf area hit road construction and civil engineering projects.

Since then the London market has hardened and underwriters are reluctant to insure civil engineering works at the present thin rates.

Another recent development has been the growth of decennial liability policies. Middle East buyers are now demanding 10-year guarantees to cover subsidence or collapse of structures.

A major part of the brokerage business in construction is still handled either directly or through reinsurers by London brokers. But what has changed is where they place the business.

Now they shop round the world, partly as a result of the huge growth in size of projects.

Last year the first billion dollar civil engineering contract came on the market: the phase two construction of the Jubail industrial harbour in Saudi Arabia. This

followed by only three months the insurance placing of the Jubail phase two commercial works valued at about \$900,000. There were doubts about whether the insurance market could take on the harbour contract which would then place at risk in one construction area insured sums of more than \$3,500m.

In the event, brokers Lowndes Lambert placed the insurance (contractors' all risk and public liability) in three and a half months. But the Jubail insured sum is going to look very modest compared with contracts that are coming up. Tenders are already out for the \$2,000m Saudi east-west pipeline for Mogul, Oil. On the horizon there is also the 26km elevated road project connecting the island of Al-Khobar with the Bahrain mainland which could be worth up to \$6,000m.

There is also the Saudi telecommunications centre which may have a similar contract value. Saudi Arabia, which is undoubtedly the largest market in the Middle East, plans to spend at least \$70,000m on construction in the next five years.

Yet despite these vast sums the insurance market is confident it can handle anything providing the rates are right. Brokers acknowledge the big problem for their contractor clients is bond cover, especially on large contracts. No bonding market exists in the United Kingdom but Saudi Arabia insists on a 25 to 5 per cent banker's bond which for a \$1,000m contract would be \$250m, or for a 20 per cent surety bond.

United Kingdom contractors have failed miserably to secure a reasonable share of the big contracts, giving as

one of the reasons the huge contingent liabilities they have to carry such as on-demand bonds. If an on-demand bond capacity existed in London a lot more premium could be generated as the bond market could insist on the other contract insurances being placed in the same insurance market.

Far reaching proposals that would have established a London bond market have been all but shelved, despite the efforts of Sir Henry Benson, adviser to the Governor of the Bank of England.

The proposals—submitted by several city bodies and the Overseas Projects Group of the Board of Trade—were for pooling arrangements to be established whereby the City insurance, surety and bank companies would form three pools that would provide bond cover, finance and other insurance risks involved.

Instead of these proposals the City is now examining individual tenders for contracts of £50m and over and setting up the necessary bonding and insurance cover. So far, however, none of the tenders has been successful and there is now talk of the Government ignoring the City and setting up its own scheme through the Government Export Credits Guarantee Department.

However, some brokers regard the bond proposals as premature and point to the need for Middle East countries like Saudi Arabia first to produce more formalised legislation so that insurance companies have a coherent framework within which to operate.

The author is on the staff of Construction News.

Even Red Adair failed to douse oil fire

by Roger Vielvoye

Over the past six months the oil and gas industry in the Middle East has seen two of the biggest disasters in its 60-year history. In April a natural gas liquids plant at Umm Said in Qatar was devastated by an explosion, and in May a pumping station and associated facilities on the pipeline from the Abqaiq oilfield in Saudi Arabia caught fire, severely damaging both the plant and the pipeline. Saudi Arabian oil exports were briefly cut back.

For the Qataris the Umm Said explosion was a far-reaching event. Only months before it had taken complete control of the oil industry in Qatar which involved transferring all the insurance cover for the oil and gas installations from the oil companies in-house schemes to the state insurance company. Most of the projects had been reinsured on world markets.

A government commission of inquiry is investigating the cause of the explosion which it is thought may have done \$30m to \$40m worth of damage. Initial indications are that one of the propane gas storage tanks fractured, releasing a cloud of gas that later exploded.

The Saudi incident may have been even more costly—causing up to \$50m worth of damage. The fire destroyed the pumping facilities and fractured the pipeline, setting off on fire. The cost

of insurance was shared proportionally between the Government with a 60 per cent stake in the operating group, the Arabian American Oil company (Aramco), and four international oil companies, Exxon, Mobil, Texaco and the Standard Oil Company of California.

Oil companies run their own in-house insurance schemes but the Saudi Government had reinsured part of its commitment on the world market. The Saudi fire was more disruptive and costly because the pipeline and facilities had to be replaced immediately, and that could only be achieved with a massive influx of experts, workmen and materials.

The old-style in-house insurance schemes had learnt to judge the risks of blow-outs and small fires that have been a regular feature of oil operations in the Middle East. But it has been the new state insurance companies that have taken over most of the cover previously provided by the oil companies and as a result have carried the losses on these two disasters.

In-house insurance companies are run by nearly all the large oil companies. Some have several of these special insurance operations that collect premiums from the various subsidiaries of the group and in return provide extensive cover for the offices, ships, and distribution networks outside the Middle East. Until recently they also covered most of the oilfield installations, pipelines, refineries, gas treatment plants and shipping terminals around the Gulf.

Three years ago, however, the character of the oil industry in the Middle East

started to change. Governments began to acquire a small equity share in the oil companies' operations, which was later extended to a controlling 60 per cent stake. In most countries government has completely taken over the oil company operations, or are about to do so, even though Western oil men are continuing, in most cases, to run the exploration, production and exporting facilities on a service contract basis.

One of the basic rules of the oil companies' in-house insurance operations is that they only provide cover for installations in which the parent company has a direct equity holding. So as the stakes held by the national oil companies have increased so the amount of insurance business being done by the big oil companies in the Middle East has shrunk and has now all but disappeared.

There are now only a few areas of the Gulf where the companies have any equity holdings in the oil industry which gives their insurance subsidiaries the scope to operate. These include Abu Dhabi, Oman and Dubai.

While none of the insurance operations is happy about losing a source of premiums, the oil companies' departure from the Middle East has coincided with massive investments in oil from other sources. By comparison with the Middle East the offshore operations like the North Sea are costly and risky and are normally outside the range of the in-house insurers.

The rise of the national oil companies and the demise of the oil company insurance operations has given a great fillip to the newly formed national insurance companies that have sprung up around the Gulf. The two big disasters have dam-

aged some of the initial enthusiasm.

Often the oil industry installations from oilfields gathering stations through the pipelines to the storage tanks, refineries, gasplants and export terminals, are the only big industrial installations in these countries and represent a captive market for the national insurance companies.

In countries like Kuwait and Qatar the national oil company is obliged to place its insurance with the national insurance company. These companies carry very little of the risk themselves but seek to reinsure through reinsurance brokers.

The big outstanding oil industry insurance question still to be settled is in Saudi Arabia, where the Government and the four American oil companies that are partners in Aramco are in the final stages of drawing up an agreement that will increase the state's interest in the consortium from 60 per cent to 100 per cent.

It is not clear what such an agreement will mean for the insurance business.

In Iran many of the land installations are largely uninsured although the big companies feel that in the event of a disaster they might find themselves paying something towards the cost even though they are now only customers.

In neighbouring Iraq local insurance companies have taken over the provision of cover previously provided by the Iraq Petroleum Company (IPC). Iraq presented the oil companies with big difficulties over insurance as it was often difficult to get the premiums out of the country.

The author is Energy Correspondent, The Times.

Port delays increase risk problems

by John Gaselee

In many cases, it is a condition of sale that, when goods are being imported into Middle East countries, it is the importer who will be responsible for the insurance of the goods in transit. In other words, the exporter sells on c and f or f.o.b. terms.

That means that the insurance is often placed with a national insurer; for some Middle East national insurance concerns, transit business represents a substantial part of the whole account.

Because of the big spending on imports by some Middle East countries, there has been serious congestion, with consequent delays for cargo, at many ports. Inevitably, that has led to insurance difficulties, irrespective of the insurer.

There have been occasions when new and improvised methods have been adopted for the movement of cargoes, sometimes with serious results. For instance, on occasions bagged cement has been discharged from ships at anchor by using helicopters. While that has got the cement ashore quickly the

costs have been high and there has been considerable loss of cement.

Another form of cargo handling deprecated by insurers has been the practice of unloading cargo from a container in a vessel. The container is then discharged into barges for landing. There, again, good intentions can result in considerable loss and damage, simply because the packing of goods intended for container carriage usually is not suitable for a normal break bulk dry cargo.

Normally, cargo insurance covers the goods while in

transit, until finally delivered, with the insurers taking into account the route which will be used, and the hazards likely to be encountered.

In view of the severe port congestion, it is often more satisfactory at the outset to charge a rate of premium which takes into account the greater exposure of the goods, compared with a transit without any delay.

The alternative, often used where there is congestion and it is important to quote a relatively low rate of premium, is to incorporate the port delay clause. It has the effect of protecting the insurers' position in the event of delay. The port delay clause limits cover for goods on board vessels at ports of discharge to 60 days after the vessel's arrival. Insurers, therefore, know the extent of their cover for the initial premium quoted.

If cover is required beyond the 60-day period, insurers must be notified promptly, and an additional premium is likely to be payable for the excess period. The port delay clause is not in universal use, however. It is a form of protection which can be used by an insurer, where considered appropriate.

Last year, the idea was extended to war risks. The position under the normal war clauses is that cover is limited to 15 days after the arrival of the vessel at the port of discharge, or prior discharge of the particular cargo, with special provisions applying at transshipping ports.

The London insurance market is generally looked on as being the leading war risks market and, to give underwriters protection in the event of delay, it defined the word "arrival" as when "the vessel is anchored, moored or otherwise secured at a berth or place within the harbour authority area. If such a berth or place is not available, arrival is deemed to have occurred when the vessel first anchors, moors or otherwise secures either at or off the intended discharge port."

From the underwriters' point of view, the great advantage of cargo being dispatched by air is that they are off risk quite quickly. There is, however, the danger that cargo may not be of a sufficiently high standard. What has to be remembered is that there is still the journey to and from the airport at each end, and the handling risks. It is at these stages when goods are most susceptible to damage, and those points have to be borne in mind when air cargo is insured.

There have been plenty of difficulties in connexion with exports travelling overland to the Middle East. In the event of an accident to a vehicle, all too often it has been almost scribbled, with the result that claims experience has been very poor.

Naturally, insurers are anxious to reduce the level of losses on the Middle East run. Much depends on the operator. An experienced operator usually can cope; but there are still drivers with little or no experience of the area, trying to join the ever-increasing traffic, which can result in hardship for all concerned.

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Hijacks multiply political risks

by Deniz Stuart

One of the most difficult—and certainly the most challenging—areas of Middle East insurance is that of political risks cover.

Political risks insurance is not new, and it has occupied an established place, principally in the Lloyd's market, for many years. It has been profitable business for marine underwriters.

Traditionally, it is identified with war risks on marine hulls and cargoes, aircraft and, more recently, offshore drilling units. Although the threats of confiscation and hijacking have added new dimensions to the risks in recent years, generally speaking there have not been any insuperable problems for the insurance market.

In non-marine insurance, cover has traditionally been available against damage to property caused through strikes, riots, civil commotions and malicious damage—although here again the recent emergence of such developments as terrorism have complicated the position of insurers and reinsurers who write this class of business.

Now the market has moved into a new area of political risks insurance which revolves around protection for foreign investment in the Middle East, this investment is primarily associated with the proliferation of huge construction projects.

Construction is by its nature a high-risk business, and in the Middle East the projects often are valued at well over £100m each. Although the risks remain the same, the financial burden of size, coupled with the political volatility of the area, throws up new problems.

The contract guarantee is a big problem, for example. It is normal for a contractor to provide a guarantee, either from an insurance company or a bank, for his performance of the contract; and in a joint venture each partner is normally bound to guarantee the performance of the others.

Although performance bonds have long been a normal feature of business in Europe and the United States, there is a growing trend for contractors to require the exporter to give an unconditional bank guarantee to support advance payments on the performance of the contract; such a guarantee

or bond is generally payable on demand and is therefore capable of being exercised by the buyer without reference to the terms of the contract or the exporter's performance of such obligations.

Where the buyer is a government organization, Lloyd's can normally insure the exporter against the unfair calling of the bank guarantee at a time when the exporter is not in breach of the terms of the contract. Generally, however, insurers are reluctant to become involved in "on demand" performance guarantees.

And because of economic conditions, the procurement even of bonds of the traditional type has become more difficult.

Other contract frustration risks which may have to be considered as part of the contingency insurance cover include force majeure termination, import/export embargo risks, exchange transfer risks, and confiscation of plant and equipment.

Further forms of cover available are penalties for delay or non-performance, rejection, recourse indemnity, and forcible detention. Some of these covers will often be essential, for example, in Saudi Arabia contractors face onerous delay and performance penalty liabilities.

Mr Julian Radcliffe, a London expert on the subject, says: "It is ironic that have suffered the confiscation of their investments in the past 50 years, the blockade of their

dividends and the damage of war—now see the Arab nations warring with the same political risks.

"It is recognized that the world's monetary system requires for its stability a catalyst to encourage short-term deposits made by Arab investors, typically in Swiss banks, to be committed for longer periods in equity or loan investments which are of greater use both to the developing world and to Western industry. It is the political risks which are the main deterrent to this process.

"The London insurance market, led by Lloyd's, should be set to develop a substantial volume of business insuring these funds against confiscation and inconvertibility. The Arabs recognize the risk, even in relation to investments made between different Arab countries, and have set up in Kuwait the Inter-Arab Investment Guarantee Corporation to insure investments made between countries which are signatories to their agreement.

At a recent meeting in London, of international loss adjusters, Mr Stephen Merrett, a leading underwriter at Lloyd's, remarked that the "new" political risks market had become necessary because of the extraordinary undertakings which the buyers from the Middle East were able to extract, especially from the construction industry.

The enormous size of some of the industrial projects where meant that no company could easily risk its balance sheet. At the same time, many companies could not accept the impairment of their credit that an uninsured bank bond would represent.

Mr Merrett pointed out that many of the risks were significantly increased by inflation of costs on construction projects which left many companies and authorities overstretched.

The size of the capacity required of the insurance market is a cause of mounting concern. Mr Merrett said: "In most areas of our business where there is an accumulation of liability for catastrophic losses a re-insurance market has evolved which gives great assistance in evening out the experience; but on political risks the reinsurers have been noticeably, albeit understandably, reticent."

Further evidence that companies are beginning to appreciate and react to political risks came last month when the British-based Rio Tinto-Zinc Corporation stated that it was concerned that the level of protection against political expropriation at present available does not fully meet the group's requirements. "The Export Credits Guarantee Department's funds are far too small and the Lloyd's cover has no direct political leverage," an executive said, "so what we are trying to do is arrange a system of political risk guarantees throughout the EEC."

The author is managing editor, The Review, International Insurance Journal.



The hijacked Lufthansa jet at Dubai airport last month. Such hijackings have not posed insuperable problems for the insurance market.

100 million people mean business

by Michael Prest

Nationalized insurance is big business in the Middle East. Few things illustrate the financial complexity of the region more clearly than the existence side by side of the aggressive free enterprise markets of Lebanon and the Gulf and the state-owned and controlled industries of Algeria, Egypt, Iraq, Libya, Sudan, Syria and the Yemen Arab Republic.

The very catalogue of countries points to the extent of the business: a combined population of perhaps 100 million spread among some of the main Arab states. But it also points to another fact: that these are not necessarily the rich Arab states. These two factors of political importance yet economic weakness have been decisive in moulding the character of nationalized insurance.

The model for all the nationalized insurance industries in the Middle East is Egypt. After the Suez affair President Nasser sequestered much foreign-owned property, including insurance companies, most of them British and French in origin. The intention was to bring insurance under state ownership but retain an element of competition and flexibility of operation.

Three direct writing companies were set up: the Al Chark Insurance Co, the Mir Insurance Co and the National Insurance Co. In addition the Government founded the Egyptian Re-insurance Co. While the Government was the only shareholder, day-to-day charge of the business was put in the hands of the General Egyptian Organisation for Insurance.

The GEOI set a tariff regulating the rates charged, but in matters of service there was supposed to be an element of competition between the three direct writing companies. As the experiment held as it was, encountered severe problems. Although Egypt's population is 40 million, the insurance market is actually rather smaller than the number of people might suggest because incomes are so low.

The GEOI fell victim to the bureaucratic classes, which seems to afflict so much of Egyptian administration and the theory of competition in practice proved difficult to substantiate. Above all, in the early 1970s insurance suffered from the general malaise of the economy.

So, with the announcement in 1973 of the "open-door" policy of attracting foreign investment the Government changed the structure of insurance. The General Organization was abolished and share-ownership vested in the Ministry of Finance, thereby bringing insurance directly under government control. It was hoped in this way to cut out the extra bureaucratic layer between government and consumer, reduce the patronage which had inhibited the industry's management, and at the same time lift controls on the maximum salaries payable to senior insurance managers.

The biggest changes, however, occurred in the freedom of operation accorded the individual companies. A tariff still exists, but by allowing separate companies to concentrate on particular sectors, for example aircraft or marine, the first step in a return to technical profitability has been achieved. The companies now earn a surplus which they have considerable freedom in using either for ploughing back into the business or for institutional investment, a novel development. In two this has revived competition between the companies in what one expert terms "all normal areas" with a noticeable increase in life sales.

The "open-door" policy is unique to Egypt, and the changes of the last few years have on the whole not been repeated in other Arab countries with state-run insurance. Given that the other countries have not faced economic problems as severe as Egypt's, this is not surprising.

The case of Iraq shows how in more favourable circumstances Egypt might have developed. Iraq has far and away the most successful of the nationalized insurance industries in the region, with about 40 per cent of its \$70m premium income in 1975 being earned abroad. It is probably no exaggeration to say that Iraq had an international reputation for insurance in the Middle East second only to Lebanon.

The success of Iraqi insurance seems all the more strange when the apparent rigidity of its structure is taken into account. As in Egypt there is a State Insurance Organization which is part of the Ministry of Finance. It is autonomous and responsible for the smooth running of the business, though the Government is the sole shareholder.

Unlike Egypt, however, there are only three companies covering the broad categories of insurance: the National Insurance Co, for direct writing; the Iraq Life Insurance Co; and the Iraq Re-insurance Co. Tariffs are fixed on the basis of experience and special emphasis is placed on service, the argument being that with rates fixed and security to all interests and purposes

backed by the state, the area in which the companies have most responsibility to their customers is service.

The companies are advised by committees of technical experts, but otherwise are meant to be left much to their own devices. Budgets, reserves and balance sheets are assessed independently by the tax authorities as with any commercial enterprise. The difficulties encountered by the Iraqi companies, profitable as they are, have been the same as those found in other sectors of the economy. Life premiums are affected by people's capacity to save, which is clearly related to income, and administration is handicapped by a shortage of qualified staff.

The influence of the Egyptian model is attributable not just to Nasser and Egypt's political weight, but also to the large number of insurance experts trained in the country who seek jobs elsewhere in the Arab world. Many are educated at the Department of Commercial Mathematics and Insurance in the Faculty of Economics and Business Science at Cairo University.

The results of this migration of skilled manpower are illustrated by the dominance of Egyptians in Libyan insurance. Libya has only two insurance companies, both owned by the Ministry of Finance. Here, more than in Iraq or Egypt, traditional Muslim objections to insurance have played a part in restricting the market, but this has to some extent been offset by the new-found wealth of the middle class which, if not a market for life cover, certainly has plenty of possessions requiring protection.

None of the other Arab countries with nationalized insurance has markets which approach in value those already described. Yemen, Sudan and Algeria are all small, their growth restrained by low incomes and population. Algeria is the biggest and does have a specialist agricultural insurance company which derives some of its distinctiveness from French influence.

The comparative success of Iraq's nationalized industry is overshadowed by the less well-known but remarkable achievements of Algeria. The superficial organization of the industry is again on Egyptian lines, with responsibility for the regulation of the industry vested in the Association des Sociétés d'Assurances Opérantes en Algérie. Final accountability lies with the Ministry of Finance, but the separate companies are allowed a fair measure of freedom within the framework of the national five-year plans.

The author is on the staff of the Middle East Economic Digest.

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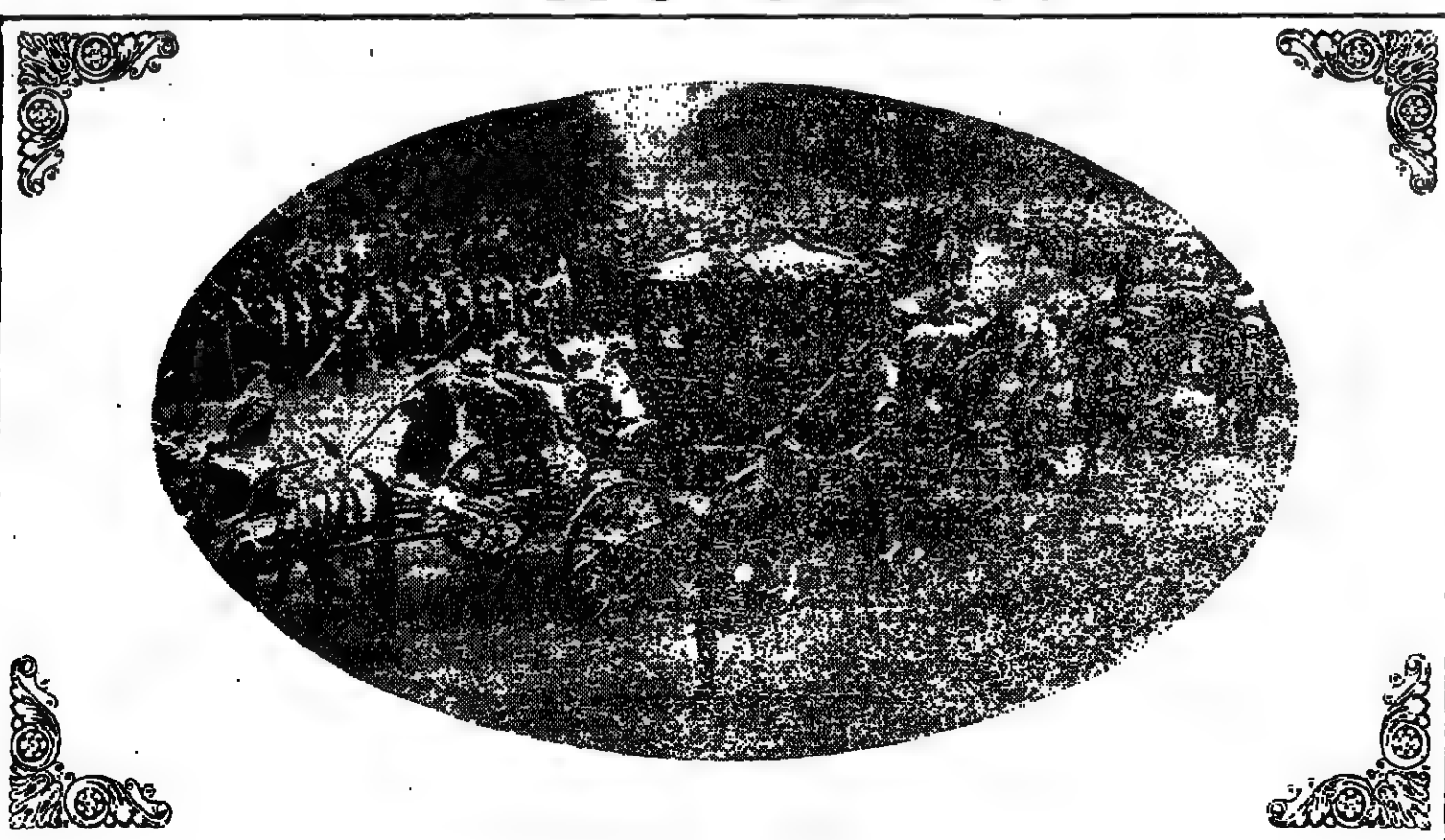
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Helicopters unloading cement from ships at Jiddah. Congestion that plagued Saudi ports until earlier this year posed the problem of decaying cargoes and in some cases limits were set to the duration of cover.

Booming market without rules

by Michael Prest

Imagine a deeply religious and traditional country with a booming insurance market but no insurance law. Think of a place which has seen some spectacular deals in recent years, but about which only the hardest people will offer statistics. Then try to absorb

the contradictions in a market where nearly all the underwriting is done outside the country but where large profits are made by local agents without whom the business could not carry on at all.

That place is Saudi Arabia, a country much in the news but never easy to understand. It is an exciting and expanding market. The other side of that excitement, however, is the uncertainty. Will the Government introduce an insurance law? How quickly will local underwriters emerge? Could the present cut-throat competition result in a situation which would cause the Government to turn against foreign insurers, as it has recently rapped the knockouts of some foreign contractors?

None of those questions can be easily answered. Perhaps the greatest difficulty is the absence of reliable figures. Until 1975 the market was small, but began to expand in that year. Estimates of annual premium income vary between \$80m and \$150m, with the higher figure probably the more accurate. Nobody seems prepared to guess how fast the market is growing, except to say that it is booming.

A vague idea of the size of the market can be deduced from the type of business done and the firms involved. Approximately 90 per cent of risks is for marine cargo and contract transport. The former has much the largest slice of the entire market, perhaps as much as 70 per cent, because of a government stipulation requiring all imported goods to be insured. Cover on shops, houses and vehicles, particularly lorries, form a small but expanding part of the business.

Marine cargo has proved especially doubtful. The

contradictions in a chronic congestion at Saudi ports, particularly Jiddah, has led to new risks of decay or damage to cargoes while waiting at sea or on the quay. Some insurers have now set limits to the duration of the cover offered without extra premiums being charged, and 60 days is a common condition.

The diverse sources of Saudi Arabia's imports also means that a lot of foreign insurers have been introduced to the market, adding to the already intense competition. Contractors' "all risks" cover is often beset with difficulties of sheer size of the development project. Insurers have to be sought from all over the world from Europe to Japan.

Massive risks are nothing new on the Saudi market. The oil refinery owned by Getty at Mina Saud near the Neutral Zone and the Saudi Arabian Fertiliser Company plant at Dammam were both insured before the boom started in 1973.

But some complications did arise last October with the massive \$1,000m contract won by Hyundai of South Korea for the new Jubail port. The size of the risk dictated setting a loss limit, agreed with the contractor, on the logic that so big a project was not likely to be destroyed this side of the Apocalypse and that the risks were therefore specific. The contract for this deal was handled by the National Bank of Bahrain's insurance department and much of the underwriting and reinsurance was placed in London.

The fact is that there is almost no underwriting in Saudi Arabia. The combination of traditional religious sanctions and the absence of an insurance history is certainly powerful. But insurance is not illegal: it is simply not officially recognised.

A possible development, reported to be under ministerial discussion, is that the Government will become the principal insurer in future deals concerning major development schemes so that it will really be the Government and not the contractor which is insured.

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Bahrain's entrepôt role

by Tony Newnham

Bahrain, in common with other Gulf states, has grown rapidly in recent years. Unlike the other states, however, it has few oil resources of its own and has profited from the prosperity of its oil-producing neighbours.

It is official government policy that Bahrain's economy should be service-based and the state has already proved its power to attract offshore banking units (OBU).

The country's advanced telecommunications facilities and well-run modern airport should help to further this aim, while the grave effect on Beirut of the long-drawn-out fighting in the Lebanon last year has enhanced the attraction of Bahrain.

Throughout a large part of the Gulf, prosperity has led to the development of a thriving national insurance industry. Traditionally, the Bahrain insurance market, like those of most other Gulf states, has been very much an agency operation with most of the large international insurers there, underwriting local business direct. The picture is now changing.

The first national company to be formed was the Bahrain Insurance Company — one third Iraqi owned — and already it has reported considerable success, with premium income rising. Last year, two other insurance companies were set up: the Bahrain and Kuwait Insurance Company (40 per cent owned by Kuwait) and Al Abia (The National Insurance Company, which is wholly Bahraini-owned).

With the establishment of a national insurance market in Bahrain and other Gulf

states has come a change in the role of the broker and foreign insurer.

Brokers now have a vital part to play, both as consultants while the local companies build up their experience and in placing reinsurance, particularly as the large size of many risks involves major insurance markets throughout the world.

Foreign insurers are writing less direct business but are participating in the large risks by reinsurance.

The general growth of national insurance markets in the Gulf has been accelerated by the boom in the construction industry in that area, and a number of international companies have selected Bahrain as the base for their Middle East expansion programmes. It is therefore a natural desire to retain within the region part of the considerable premium income generated by the major industrial complexes which are being built there.

The value of the Middle East construction industry has led to highly competitive rating from insurers and as a result risks are often rated more favourably than they would be if they emanated from another part of the world. However, some underwriters are concerned at the build-up of a number of large risks in some areas.

Bahrain itself, despite its present concentration on attracting OBUs, has a thriving construction industry and its own share of major risks. Foremost among these is the drydock Asy (Arab Shipbuilding and Repair Yard), valued at between \$130m and \$150m, which is now operating successfully.

Excluding Asy, it was recently estimated that about \$3,000m worth of construction work is taking place in Bahrain. In particular, a large number of hotels are being built in the area.

The major programme will be the construction of the causeway and bridges linking Saudi Arabia with the island of Bahrain at a cost of about \$825m. It is expected that this long-awaited contract, which is being handled by Kampsax International and Christiani & Nielsen as consultants on behalf of the Saudi and Bahrain authorities, will be awarded towards the end of this year.

The regional airline, Gulf Air, is based in Bahrain and is insured chiefly on the London market as reinsurer of local companies. Major industrial developments in Bahrain are the aluminium smelter Alba (Aluminium Bahrain) and the huge refinery on Sitra Island which mainly refines crude oil from Saudi Arabia. The fairly advanced attitude of the country towards insurance is illustrated by the fact that Bahrain has already established a social insurance programme. On June 29, 1976, a law was passed to provide benefit cover and is now being introduced by stages to establish a full welfare scheme.

This covers, among other things, retirement pensions, payments upon disability or death and compensation for injuries received at work. It is also intended to introduce regulations covering sickness, unemployment and family allowances as part of a full social security scheme. Bahrain and the other Gulf states represent a significant area for London insurance brokers in terms of potential business and development. In responding to the national aspirations to build a local market, by retaining local staff and providing expert knowledge, they should be assured of a continuing role in this important and growing insurance centre.



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Language barrier limits Morocco's sphere

by a Special Correspondent

The Moroccan insurance market ranks as one of the most advanced in the Arab world. And yet Morocco's influence on the fast growing market of the Middle East has been limited by its inheritance of French business traditions.

French culture remains its hold on Casablanca, the country's commercial centre. And French remains the primary business language, putting Morocco a foothold in the international market as well as providing the ministry of Finance with a tool both to stimulate and help to police the development of the local industry.

Morocco's separate development has, however, closely followed the post-colonial pattern seen elsewhere in North Africa and the Middle East. The laissez-faire attitude towards international commerce changed radically when Morocco ceased to be a French colony. Progressively tighter controls on insurance companies, legal restraints on the volume of direct insurance business contracted overseas and the establishment of national insurance companies with majority local shareholdings forced a steady stream of

mergers and withdrawals from the market throughout the 1960s.

Twenty years ago more than 100 companies and agencies vied for insurance business within the country. Now there are just 15 national companies, five of which dominate the market. Protection for the local industry and efforts to stem the outflow of foreign currency has resulted in monopoly status for these national companies operating competitively within Morocco's direct insurance market. And the establishment of the state-backed Société Centrale de Réassurance in 1960 gave Morocco a foothold in the international market as well as providing the ministry of Finance with a tool both to stimulate and help to police the development of the local industry.

Quarterly accounts submitted by the national companies provide the SCR, and through it the finance ministry, with a detailed and constantly updated picture of the insurance industry throughout the country. By closely supervising the developing patterns of business the SCR is able to act as a semi-official regulatory authority, guiding the growth of the industry, providing advice and trained staff to help to expand new business for the national companies, as well as for

their business to the SCR.

The legal cession increased from 5 to 10 per cent of each national company's direct insurance business in 1969 and now accounts for a third of SCR's total premium income. Since January last year the companies have also been required to place 50 per cent of their reinsurance business with the SCR, regulations drafted to stem the outflow of foreign exchange and to help it accumulate funds to increase the capacity of the local market to write both direct and reinsurance business.

The need for a constant expansion of the local insurance market's capacity is underlined by an 18 to 20 per cent annual rate of premium income growth in recent years. Morocco does not have the oil or natural gas wealth of its Arab neighbours. But its economy has enjoyed a similarly major stimulus with the rocketing world price of phosphates, the country's main export.

Motor insurance remains the main source of premiums, and the main problem area for the national companies. In 1975 motor insurance accounted for 43 per cent of the total \$133m of premiums. But underwriting losses here counterbalanced profits from all other business. Efforts to improve the rating structure have been overtaken by

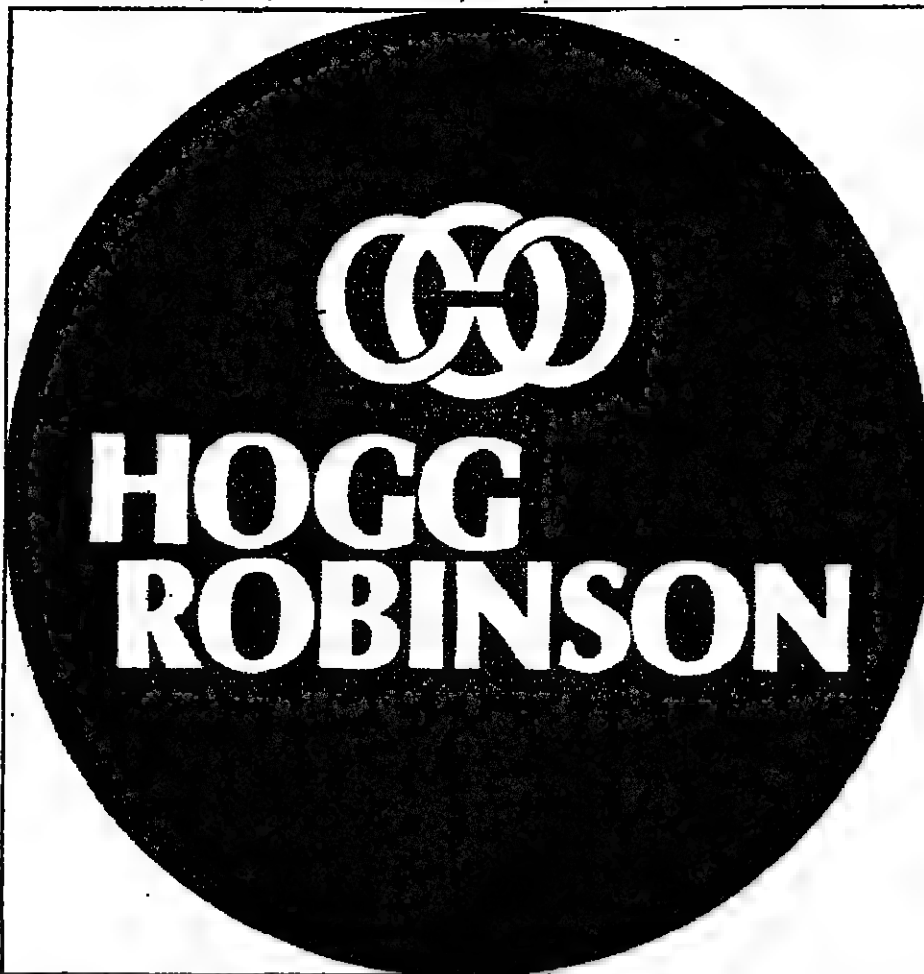
claims inflation and even after the last major round of rate increases in 1973, increases which averaged 40 per cent, the account remained in the red.

Morocco ranks third in the Arab world, behind Egypt and Lebanon in the scale of its life insurance business. Although life contracts now account for only about 7.5 per cent of total premiums, they are, thanks to the pace of urbanization, a key growth area.

Experience gained in joint Arab insurance pooling operations help the Moroccan companies to deal with a proportion of the major construction and industrial plant risks being created by the national development programme.

Along with the other Maghreb countries, Algeria and Tunisia, Morocco formed a joint insurance pool in 1972 for the national shipping fleet. And the SCR manages the marine hull pool set up in 1974 as one of the pan-Arab reinsurance groupings under the wing of the Arab General Insurance Federation.

Experience does not equate with capacity, however, and although the SCR claims that it is now able to deal with 70 per cent of Morocco's reinsurance needs, a sizable proportion of this business is subsequently laid off internationally.



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Beirut strives to regain its past

Lebanese insurance has characteristics all its own. Before the outbreak of serious fighting in 1975, Beirut was the insurance centre of the Middle East, besides being the financial centre generally.

It is remembered half fondly and half in awe by those with long experience of it as the fastest market in the world, a somewhat bewildering maelstrom of highly reputable international companies and brokers with less well-known concerns that suffered, as one London agent described it, "a high casualty rate". The question now is how the market will develop in the aftermath of the fighting.

For a country of perhaps three million people, including non-Lebanese, the size of the business was remarkable. About 70 companies were operating in or from Beirut two years ago with a premium income estimated at \$27m or possibly more. The bulk of the business came from abroad, marine and general cargo insurance accounting for about 40 per cent of income.

Many of the companies used Beirut as a regional headquarters, employing agents in other Middle East countries, especially the Gulf and Saudi Arabia. This was the pattern favoured by Lebanese companies and the intensity of the competition they created in the fast-expanding markets of the Gulf and Saudi Arabia became a byword among other insurers.

But at the centre of the business was a number of foreign companies and groups with combined foreign and domestic interests. Among these were 18 British insurance companies and three important brokers. American, French, German and Swiss firms were also heavily represented. Some of the best-known companies were alliances between local and outside interests such as Libano-Suisse Société d'Assurances and Middle East Assurance and Reinsurance in which the American International Reinsurance Group had a stake.

These companies accounted for the lion's share of the market. It was at the fringe, however, that the unusual character of Lebanese insurance was established.

The problem for the small companies was that their resources permitted only a low reinsurance rate. They therefore greatly relied on reinsurers, mainly in Europe.

In order to raise their profit margins these companies tended to resort to bargaining, not only over premiums but settlements as well. The atmosphere was infectious and several London insurers and reinsurers have admitted that it was sometimes necessary to join in, unorthodox though it appeared to be.

Bargaining of this kind was rather strange even by Lebanese standards because the industry was anxious to gain international acceptance, at least in the Middle East, and because the Government set rates. Official regulation did prevent serious failures, but it was not generally enough to guarantee complete security to principals who occasionally found companies did not meet their obligations.

The outbreak of fighting brought much of this activity to a halt. Business did not stop entirely, but it was certainly much diminished. No reliable figures are available for the extent to which premium income fell, but 50 per cent is an educated guess.

Some local companies were forced to close shop, but many of the international concerns transferred their operations to more peaceful surroundings and in some cases kept their employees in Beirut on the payroll even though no business was being done.

The American Life Company, for example, moved to Amman and so far has not moved back to Beirut, while Stewart, Wrigglesworth, the British brokers, continue to pay 35 workers and at the same time opened a new Middle East office in Paris.

The reaction of different firms has thus largely depended on their assessment of how Lebanon would emerge from the war. Much of the Gulf trade has been lost, but it is by no means beyond the capabilities of the Lebanese to recover a good part of it. Losses on Lebanese risks here for obvious reasons been high. The Government is, however, determined to prevent a major collapse and is offering substantial investment incentives to rebuild confidence. A new decree published in

January has set up a national organisation for the insurance of investments which guarantees compensation against financial losses consequent on war. But most of the foreign companies which moved out of Lebanon last year are still biding their time.

In recent months the Lebanese insurance industry has been split by a dispute over whether damage caused by the fighting can be classified under the normal strike, riot and civil commotion (SRCC) treaty. Claims put at between £2,700m and £11,000m have been lodged under this provision. But the Association of Lebanese Insurance Companies, acting on the advice of the French insurer, Professeur Georges Vedel, is arguing that the events of the past two years constituted a civil war and that such claims are therefore inadmissible.

Those making these claims have alleged, among other things, that the companies continued to conclude insurance contracts, at increased premiums, during the fighting. There appears to be evidence to support this charge. But despite government efforts to effect a reconciliation between the companies and their claimants, the association is saying that the matter can be settled only through the courts.

Although conditions in Lebanon for businessmen still leave much to be desired, there is a strong possibility that, barring a further outbreak of fighting, the insurance market could begin to recover in the next few months. Companies will then have to decide whether they want to stay in their refuges in Europe and elsewhere in the Middle East or whether they will risk moving back to Beirut.

The choice partly depends on overall political developments in the region. The repercussions throughout the Middle East of a revival of Lebanese insurance could be substantial, not least for United Kingdom companies which have picked up business as the result of Lebanon's troubles. It is the kind of risk assessment at which insurers ought to excel.

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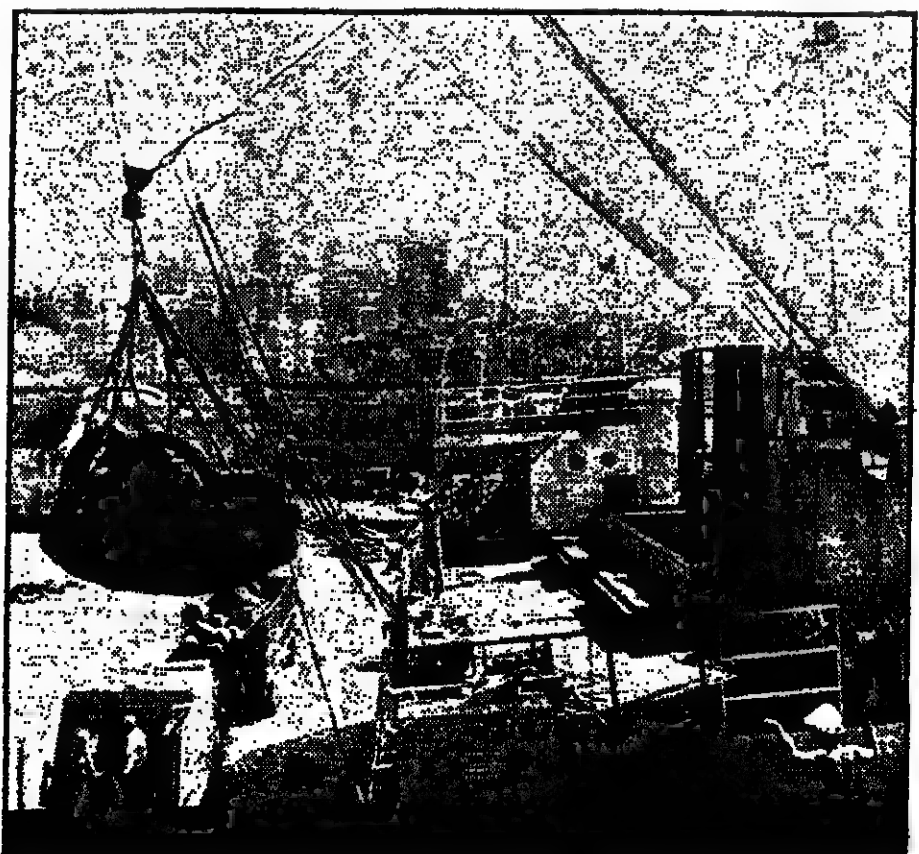
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Governor of Hongkong's assurance on jobs, page 28

THE TIMES

BUSINESS NEWS

North Sea oil: getting the monetary policy right, page 29

Strength of sterling helps manufacturers to cut import bill for sixth month

By Caroline Atkinson

Sterling's rise against the dollar helped to cut industry's import costs last month, leading to a fall in the cost of manufacturers' raw materials for the sixth month running.

In October, the index for wholesale prices showed a 1 per cent drop in the purchase price of manufacturing industry's raw materials and fuels.

However, the output or factory gate prices, charged by wholesalers, were still rising slightly faster than costs. A rise of 0.6 per cent was recorded in October.

WHOLESALE PRICES

The following are the indices (1970=100) of wholesale prices of manufactured goods and the basic materials and fuel purchased by manufacturing industry, released by the Department of Industry yesterday. The figures are not seasonally adjusted, include purchase tax but exclude output duties.

Output Price Index (1970=100)

Price of manufactured goods (1970=100)

Price of basic materials and fuel (1970=100)

Price of basic materials and fuel (1970=100)

Price of basic materials and fuel (1970=100)

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Price of basic materials and fuel (1970=100)

UDS wins £1.23m suit against Peat Marwick

By Nicholas Hirst

A subsidiary of United Drapery Stores has won a £1.23m action in a German court against the continental practice of Peat Marwick Mitchell, in which the English partnership has a share.

Mr John Grimsdale, senior partner of Peat's United Kingdom practice, said last night: "It is alleged by the UDS side that they received poor advice from our Frankfurt firm. This is disputed by us but they have won the first round."

He expected that an appeal would be lodged, but legal advice was being sought on the next step to take.

The damages were awarded in a preliminary action in Frankfurt brought by the UDS subsidiary A. Turkitz Grundstücks-AG of Berlin against Peat Marwick Mitchell.

Peat Marwick Mitchell was a fast-growing cup-price electrical goods retailer which opened its first store in March 1975, naming the UDS Group £4m. Bieberhaus was acquired by the Hubner Group, in which UDS had a 50 per cent stake. Hubner was operating in partnership with the German Turkitz family.

A sharp fall in coffee prices and cheaper cocoa and cereals, led to a 1.1 per cent fall in the raw material costs of food manufacturers. These have dropped by 4 per cent in the past three months.

Dollar stronger: Sterling closed 20 points down against the dollar at \$1.8930 in very quiet trading yesterday. The dollar was up 0.1 per cent against the pound.

Telegraphic withdrawal limits are also to be increased to £75 when application and authorisation are both by telex, and to £100 when application is made by post and authorisation by telex.

With effect from November 28, the maximum amount which may be withdrawn on demand at a post office from a National Savings ordinary passbook is to be raised from £30 to £50.

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Government spending 4pc off ceiling

By Melynn Westlake

Spending by the central government is running at a level 4 per cent below what was expected when cash limits for the current financial year were set. This represents an even larger margin of underspending than occurred during the whole of the financial year 1976/77.

Treasury officials disclosed this yesterday before an all-party Commons committee examining the background and likely economic consequences of the package of measures announced two weeks ago by Mr Healey.

According to Mr John Anson, Deputy Secretary for General Expenditure and chief Treasury witness, central government spending so far in the 1977/78 financial year was running at a level of about 96 per cent of the amount allowed for under cash limits.

The relationship between the cash limits and the present profiles of expenditure, he revealed, was lower than a year ago. In whole 1976/77, Government departments and local councils had spent some £1,000m.

The general sub-committee of the Expenditure Committee, under the chairmanship of Mr Michael English, Labour MP for Nottingham, West, were also told that the reason for the sharp £2,000m

downward revision in this year's Public Sector Borrowing Requirement (before the Chancellor's latest measures) was very largely due to higher-than-expected tax receipts. Such receipts had been about £1,750m above forecast estimates.

Treasury witnesses included Mr Frank Cassell, under-secretary, responsible for medium-term policy analysis; Miss Patricia Brown, under-secretary, responsible for general expenditure analysis; and Mr Robin Butler, under-secretary, responsible for general expenditure policy.

Contrary to the view expressed in a special paper provided by Mr Terry Ward of the Department of Applied Economics, Cambridge, and special adviser to the committee, the Treasury witnesses insisted that the planned 31 per cent growth in the economy next year was sufficient to "turn the tide" of unemployment.

In his paper, Mr Ward had argued that for unemployment to show a significant fall would require either a growth rate much higher than 3 per cent or a significant increase in public sector employment (and hence a reversal of present policy), or a decline in the rate of productivity growth below the historical trend.

The Treasury witnesses suggested that such a decline in productivity probably

had taken place. Therefore, in their view, any growth rate in excess of 3 per cent would start to bring unemployment down from its present very high level. Allowing for the time lags, the Chancellor's measures would begin to turn the tide of unemployment during 1978.

Irrespective of what happened to the level of earnings under the stage three guidelines, the year-on-year inflation rate would fall during the next six months. However, if earnings rose by 15 per cent, rather than the 10 per cent sought by the Chancellor, inflation would climb back into double figures during 1978, after falling briefly to single figures, and continue to rise thereafter.

The Treasury witnesses denied that the Chancellor's measures were insufficient to offset the contractionary influence on the economy of the amount—£2,000m, by which the Public Sector Borrowing Requirement had been underestimating earlier expectations.

There were signs that other elements of demand were taking up the slack, it was said. Personal consumption appeared to be picking up. Stockpiling was increasing, and exports were doing well considering the international trade recession, Treasury witnesses argued.

Vauxhall offers 3.5pc more for skilled workers to end standstill

By Clifford Webb

In a move to end the strike of skilled workers which has closed all its factories, Vauxhall Motors yesterday offered a 3.5 per cent increase to top grade workers.

This is additional to the basic 10 per cent and productivity bonus worth a minimum of £3 a week already offered to 24,500 hourly-paid employees.

This development follows last week's abortive attempt to break the strike by reopening all Vauxhall factories for any one willing to work. The 4,000 electricians and other craftsman on strike ignored the call and the next day Vauxhall was forced to close again and commandeer some 200 cars and commercial vehicles.

A company spokesman said last night: "The proposals for

restoring differentials follows talks over the weekend. We are now waiting to hear the men's reactions but that will take time because this is a very complicated dispute."

He denied that a new £20m loan announced yesterday by the parent General Motors Corporation had become necessary because the fourfold-old funds were causing cash flow problems.

"This is part of a restructuring of Vauxhall's finances which began more than six months ago and is intended to reduce short-term indebtedness, provide day-to-day working capital and, in the long term, assist our capital expenditure programme," he said.

Up to yesterday the stoppage had cost some £16m worth of cars, trucks and vans at show-room prices.

Union-management negotiations were continuing last night to try to settle a strike at Triumph, Speke, which has stopped production of Leyland TR7 sports car and the Dolomite saloon.

Another dispute at a major component supplier, Lucas Industries, is threatening further disruption of the motor industry. Nine thousand of its 12,000 workers employed in its Crickwood, north-west London, has cut speedometer supplies to Leyland, Rover, and other car makers.

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Drop in new credit for consumers

By David Blake

Consumer Correspondent

Total new credit extended by lenders and finance houses fell slightly in September to £402m.

Lending by finance houses, which had increased sharply in August under the impulse of buying, fell back by £18m to £203m, while new retail credit went up by £3m to £19m.

There was also a slight increase in retailers' credit, which stood 10 per cent higher in the quarter to the end of September. Department stores did particularly well, with an increase of 20 per cent in their credit sales over this period.

The picture which seems to have emerged is that in the summer consumer credit is running substantially above the level of the second quarter

of 1977, but there were some indications that the increase may have halted by September. New credit extended by both finance houses and retailers was 12 per cent higher in the third quarter of this year than in the second. Total debt outstanding to finance houses and retailers was £3,054m at the end of September.

Separate figures published yesterday show that the volume index for retail sales in September has been adjusted downwards slightly to 106.2 from its initial estimate of 106.5. During the third quarter of the year, the index was on average 2.8 per cent higher than during the second.

September saw a sharp fall in clothing sales, which had earlier performed well. Durable goods recorded an increase, but other sectors of the market performed badly. Overall, the index was a percentage point down from its August level.

RETAIL SALES

The following are the seasonally adjusted figures for the volume of retail sales and value of new instalment credit released by the Department of Industry.

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Percentage change latest 3 months on previous 3 months

Bill to permit BNOC's participation agreements

An emergency Bill to prevent the British National Oil Corporation's participation agreements with North Sea oil companies falling foul of restrictive trade practices legislation has been introduced in Parliament.

Officials from the Department of Energy have been concerned that the crucial sections of the participation agreements giving BNOC the option to purchase oil from North Sea companies might not conform to the Restrictive Trade Practices Act. There is a narrow definition in the Act of what is in the public interest and the new Participation Agreements Bill will ensure that there is no legal obstacle to BNOC's options, which the Government considers in the public interest in its wider sense.

The Department of Energy said that since participation agreements had been negotiated by the Government to secure a broad national interest it was neither necessary nor appropriate to subject them to a separate determination against standards specifically designed for limiting undesirable collusion between trading enterprises.

The effect of the two-clause Bill will be to remove any risk of this happening by providing for the Secretary of State to certify any bona fide participation agreements and absolve the Restrictive Practices Court from unnecessary involvement.

Participation agreements do not conflict with the European Community's own rules on fair trading, the department added.

Community call to cut textile quota 'not a mortal blow to Hongkong'

Hongkong, Nov 7.—Hongkong will not be faced with any big rise in unemployment, even if the European Economic Community decided to cut the quota for textile imports from the colony, according to Sir Murray Maclellan, Governor.

He said the textile negotiations with the EEC related at the most to 10 per cent of Hongkong's total trade. The outcome of the talks could be a blow "but not a mortal one" to Hongkong.

There was full employment in Hongkong, he said, although the textile industry was not going through a very happy period, he added.

On Hongkong's economic growth, Sir Murray said it was expected that Hongkong would finish the year with exports up

in real terms by about 4 per cent on last year.—Reuter. Brussels criticized: A top Hongkong trade official says the Community's "vague and inflexible" attitude has slowed down textile negotiations in Brussels.

Mr William Dorward, acting director of trade, industry and customs, said the conduct of Community negotiators had "fallen short of what one might call professional".

Mr Dorward's remark was in response to accusations made by Mr Tran Van Thinh, the Brussels negotiator, on Friday that Hongkong negotiators had accepted the November 10 deadline but are now trying to find excuses to delay it.

Mr Van Thinh said that if no agreement is reached by Wednesday with Hongkong, the biggest shipper to Western Europe, he

would start dividing among other export areas some of the quantities the Community had been planning to accept from Hongkong which shipped about 151,000 tons of textiles to the EEC last year.

Mr Dorward, in a statement issued on Sunday, said the accusation was completely "unfounded".

Hongkong negotiators, who arrived in Brussels on October 8, were ready to begin negotiations on October 10, a date selected by the EEC, he said. Negotiations did not start until more than a week later while the Community completed its preparations, he said.

From the outset November 10 was agreed as a desirable target date but certainly never recognized by either side", he added.—Associated Press.

Business Diary, page 29

Farm purchase loans linked to cash flow rate

A new loan scheme for farm purchases, with repayments linked to the cash-flow pattern of the individual farmer, was announced yesterday by the Midland Bank.

Loans for up to 20 years would carry interest of 5 per cent over the Midland Bank rate, which means 9 per cent. Repayments would be geared to the individual farm business", Mr Robert Bruce, head of Midland's agricultural division, said.

The loan would normally be up to two-thirds of the value of extra land bought.

Saudi capital may rescue Schulte shipyard offshoot

From Peter Norman Bonn, Nov 7

A Saudi Arabian company has appeared as a potential rescuer for the shipbuilding Schulte and Bruns group, which opened bankruptcy proceedings last week.

The National Saudi Shipping Line, which is based in Dammam on the Gulf, has apparently offered between DM20m (about £5m) and DM30m to aid the shipyard. The exact nature of the Saudi offer has not been disclosed although it is under-

stood that negotiations were to begin in Zurich tonight.

Schulte and Bruns is a privately owned conglomerate of more than 35 companies engaged in shipping and shipbuilding and based in Emden and Bremen. It was forced to open bankruptcy proceedings last week because of shipping losses.

On the other hand, the shipyard, which employs around 440 people in the structurally weak Emden area, is thought to have been financially sound at the time of the group's collapse.

Hint of software collaboration in US market

The United States has been identified by the National Research Development Corporation's Competa subsidiary as a main market for the company's software products. Since the United States is also the prime target for Insac Data Systems' initial marketing efforts, using the parent National Enterprise Board funds, collaboration between the two companies is a possibility which is being explored.

Competa's plans were outlined for the first time last week by Mr Keith Trickett, managing director. The broad aim of the company is to develop and market software systems for engineering design, with a particular emphasis on computer-aided design techniques.

As an NRDC subsidiary, Competa's particular interest is to exploit research arising in British universities and the public sector generally. "We aim to bridge the credibility gap", Mr Trickett says, "be-

Computer news

tween the researcher and the industrial user."

This company aims to do by ensuring that software products are specified to suit the user's requirements, that the final design is documented and that long-term technical support is available.

Initial products include Gaelic, a design system for integrated circuits and printed-circuit boards; and the Automat and Nulap industrial engineering packages. Gaelic originated at Edinburgh University and the two latter packages at Nottingham University.

Competa has been in business since January this year and made its public debut at the recent Systems 77 exhibition in Munich. Germany and the United States are seen as the main markets for Gaelic; and

Europe generally for the industrial engineering packages. In relation to the National Enterprise Board's Insac operation, Mr Trickett does not envisage Competa membership, but he does accept the possibility of collaboration.

Winnipeg order

The contract to implement the integrated computer-aided dispatch system for Winnipeg city police, ambulance and fire services (outlined in *The Times*, July 15, 1977) has been awarded to International Aeradio Ltd, of Southall, Middlesex.

Worth \$2.8m (about £1.5m), the contract covers provision of a computer-based communications system designed to minimize the time taken to record and dispatch information to vehicles.

Incoming requests for service are recorded and processed automatically, so reducing to a few seconds the time taken to transfer information into action.

Software development costs can be shared between the three services and the duplication of data files and communications systems can be avoided.

BP systems outlet

Two computer systems developed by British Petroleum are to be marketed via the company's Scicon Computer Services subsidiary. They are the North Sea Supply Simulation Model and Programmed Production Planning.

The simulation model represents the main elements of the operation of the ships which supply the exploration barges and production platforms in the North Sea. It is claimed to be unique, and is already being used by Shell as well as by BP.

The second system uses linear programming to calculate an optimum production plan for an oil refinery, chemical plant or similar installation.

Kenneth Owen

OFT claims 12 more price pacts in concrete

By John Huxley

A further 12 alleged price-fixing agreements in the ready-mixed concrete industry were yesterday placed on the register of restrictive practices by Mr Gordon Borrie, Director-General of the Office of Fair Trading.

This brings the number of alleged agreements in the industry registered so far to 72. Inquiries are continuing and further agreements are expected to be added to the register.

Mr Borrie has said that he will take such cases to the Restrictive Practices Court to ask for orders stopping the companies involved giving effect to the alleged agreements or entering into similar agreements.

The areas referred to in agreements placed on the register yesterday were: Brighton and Shoreham by Sea; East Grinstead, Tunbridge Wells, Hawkhurst and Heathfield; Horsham and Crawley; Hove, Eastbourne and Alfriston; Washington, Steyning, West Grinstead and Pulborough; Littlehampton, Arundel, Chichester and Bognor Regis; Petersfield; Minstead; Maidstone; Burgess Hill, Hursley, Binfield, Crowthorne, Bracknell and Wokingham, and Aylesbury.

Home loans head for £6,600m record in year

Building societies will make a record 750,000 loans totalling more than £6,600m this year, according to *Facts and Figures*, the quarterly bulletin of the Building Societies Association, published today.

The previous highest was 715,000 loans valued at £6,117m, made last year. An even bigger increase in mortgage loans promised is expected, at 785,000, against 704,000 last year.

Also predicted is that 1977 will be a record year for new savings attracted by societies. Total increase in savings held during the year is expected to be more than £5,000m.

Steady rise seen in new car sales

New car sales in the United Kingdom are expected to return to the 1973 peak level of 1.7 million in 1982, according to an analysis of the world motor industry, published today.

The report, from the Economic Models consultancy group, predicts that with the improved economic situation, reflected by the growth in real incomes, new car registrations next year will be more than 1.45 million.

LETTERS TO THE EDITOR

How ICL defends its computer maintenance policy

From Mr P. V. Ellis

Sir, The report "ICL Refusing Data Access to Independents" published in *The Times* of November 4, relates a number of suggestions to the effect that my company, International Computers Limited, unduly restricts the freedom of customers to have their computers maintained by independent maintenance companies, and unreasonably refuses support, access to diagnostics, and spare parts to such companies and to customers who wish to turn to them. The facts are as follows.

ICL recognizes the right of owners of computing equipment (though not, of course, hirers) to choose whether the manufacturer, an independent company, or indeed to choose to maintain their equipment themselves.

ICL has made heavy investments in order to make available to its hire-ers in Britain, on the Continent and overseas, and to all purchasers who choose ICL maintenance, a comprehensive maintenance service designed to ensure that customers have maximum use of their equipment at a competitive charge. To ensure that this is possible, ICL has set up an extensive maintenance network, has invested heavily in spares and engineering training, and has developed advanced fault-finding and diagnostic techniques in order to reduce maintenance time.

ICL believes that its main-

tenance facilities give ICL a competitive edge, and sees no good reason why its facilities should be released to organizations which are not prepared to make comparable investments themselves. For example, ICL will not make available fault-finding and diagnostic routines which have been developed by ICL's maintenance organization to enable its own engineers to provide an efficient and speedy service at minimum cost. Neither can ICL's maintenance organization divert support personnel to back up any weaknesses in the service offered by an independent company.

ICL provides ICL maintenance manuals at a reasonable price to users of ICL equipment, and to independent maintenance organizations. ICL is happy to supply spare parts to users, and to independent maintenance organizations, provided their requirements are known in advance. They can either hold their own stocks to cover their maintenance commitments, or forecast their use of spares and place orders on ICL, in good time, to allow their requirements to be incorporated into ICL's procurement plans and manufacturing schedules in exactly the same way as ICL's customer engineering division is required to do. Yours sincerely, PETER ELLIS, Director, International Computers Ltd, ICL House, Putney, London, SW15 1SW, November 7.

Red tape tangle in changing address

From Mrs H. A. Fielder

Sir, Why doesn't someone somewhere do something about official forms, computers and civil servants?

My annual car licence was due for renewal on November 1 and, having moved house on October 27, I foolishly thought I could "kill two birds with one stone"! But not so!

After lengthy examination of form V11 (Vehicle licence expiry reminder and application form) kindly sent to me—presumably from Swansea—I established that I cannot cope with anything as complicated as a change of address. So, as instructed by "note 2 overleaf" I duly went to the Post Office to collect form V10 (Application for a vehicle licence). Here the small print revealed that the application cannot actually be made at the Post Office. It has to be posted—not to Swansea—to any "local vehicle licensing office". Such addresses are not to be found anywhere as logical as the telephone directory but are available at "any Post Office" (who none the less cannot deal with the application).

Now for the enclosures! According to form V10 the Department of the Environment requires a fee of £40 but form V11 (which cannot cope with the change) wants £50 made payable to the Department of Transport. Both forms request the enclosure of form V5 (Vehicle registration document) but Swansea also wants it to tell the computer about the change of address!

Finally, form V10 instructs: "Now please tear off pages 2 and 4 and post or take them to the Post Office." Pages three and four contain nothing but notes which I certainly don't want. The form is on pages one and two.

It is difficult to imagine how much time and therefore money my change of address has cost the public purse. I really must remember not to be so thoughtless in allowing my move to coincide with my licence renewal next time. Yours faithfully,

HELENA FIELDER, 4 Academy Court, Sunbury-on-Thames, Middlesex, November 2.

PS To think I even had my thoughts about saving 7p by posting my driving licence change of address notice in the same envelope!

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Group services include feasibility studies, engineering design project management, soil mechanics and ground investigation, structural steel work, mechanical, electrical and process engineering, research and development, plant hire, home building, modular building systems, property development.

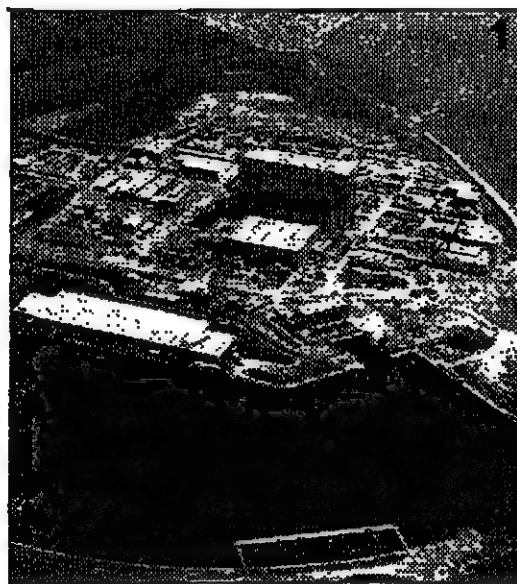
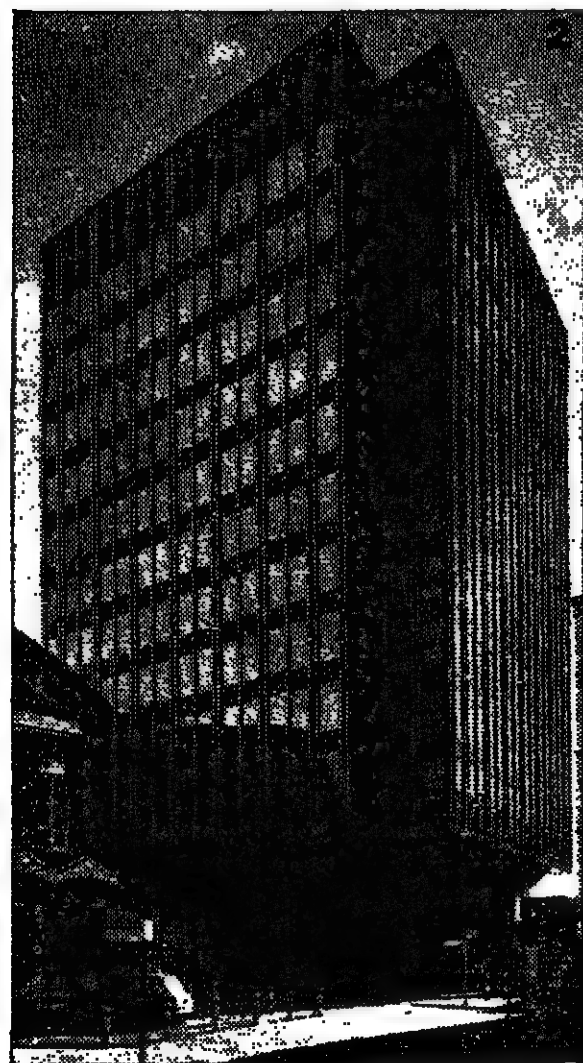
Whatever the size of your project, consult the Taylor Woodrow Team—you don't have to use all their services it's true. But it's nice to know they're there if you want them.

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If you would like to know more about us please contact: Edward W.M. Page, BSc, MICE, Taylor Woodrow Construction Limited, 345 Ruslip Road, Southall, Middlesex UB1 2QX. Tel: 01-578 2366. Telex: 24428. Or for overseas: Donald H.M. Venus, AMIMM, Taylor Woodrow International Limited, Western House, Western Avenue, London W5 1EU. Tel: 01-997 6641. Telex: 23503.



1. Heysham Nuclear Power Station. Designed and under construction by The Nuclear Power Company, of which Taylor Woodrow Construction Limited is the civil engineering member.
2. London House. A prestigious office building in the City of London for the City of London Real Property Co. Ltd. Architects: Elsom Pack and Roberts. Structural Engineers: Scott Wilson, Kirkpatrick and Partners. Quantity Surveyors: Northcott, Neighbour and Nicholson.
3. A mill and office complex at Wakefield for Pilon and Baldwin Ltd, designed by Taylor Woodrow in collaboration with the client's own architects and engineers. Design and installation of electrical equipment by the M & P Division of Taylor Woodrow.



BY THE FINANCIAL EDITOR

Lucas and the strike factor

Lucas Industries' 38 per cent full year profits increase to £77.3m is overshadowed by the effects of the 10-week toolmakers' strike, the most damaging eight weeks of which occurred after the year end. After two years rapid expansion profits growth had been expected to slow this year anyway, but with the effects of the toolmakers' strike, the most damaging eight weeks of which occurred after the year end, Lucas' first-half results this year are certain to be down on the £35m earned last year.

If the effects of the toolmakers' strike were out to be short-lived, however, and here is more than just hope says this is the case, then the 11p fall to 284p in the share price yesterday could prove an overreaction.

Last year's results, after a £4m gain as a result of an accounting change on stocks and a £2.1m debit to improve pensions in recently acquired companies, were broadly in line with expectations earlier in the year, if a little below the best guesses which developed later, and their composition suggests there is room for further improvement.

A loss of some £3m resulted from a fictitious import deposit scheme in Brazil, the effects of which have ended, which with poor results from South Africa and

rentals business; indeed it sold its substantial Lloyds Retailers concern to ER last year for £23m, partly satisfied by the issue of ER shares.

Philips simply says it is interested in increasing its stake in ER, partly because it admires its ability to make good money in the television rental business—nearly £11m last year. In turn of course ER's underlying philosophy is that with around five million British homes still with monochrome television sets the potential for renters to convert to colour is still highly attractive. With Philips through its Mullard business the only maker of colour television tubes left in Britain, one begins to understand why it is anxious to hold a powerful position in ER.

Swan Hunter

Cash to come

Swan Hunter's annual report contains a package of cash handouts, and a new company on top of the still unknown quantity of nationalisation compensation.

It is clear that this was better than most observers had been expecting. Even without the compensation proceeds there should be £1 per share cash in the company. Another 40p can be added to this to cover the estimated value of the new company's shares, assuming first that the cash does not go into the new company and second asset backing of around £7m, for the new company. Then, of course, there is the lowest estimate of compensation which is £5m or 27p per share.

That adds up to an apparent base line price for the shares of 167p against yesterday's closing price of 157p, a discount that includes market confusion and uncertainty about the details of the director's intentions.

Part of this confusion revolves around the precise amount of the cash handout. The minimum is put by the company at 50p and analysts have been suggesting up to 150p and beyond assuming the board decides to hand out every penny.

The possible outcome is that some one may see Swan Hunter as a suitable acquisition, an operation that could be seen as an alternative to a rights issue.

For the time being all these pointers seem to be good for the shares, but the uncertainty created by nationalisation is such that shareholders should recognize the highly speculative nature of their investment at this point.

Investors in gilts have, for a change, had little to complain of over the past 12 months in terms of getting a real rate of return on their investment.

Yesterday's Wholesale Price Index for October showed that price levels are continuing to move in the right direction and the Government has already stated that it hopes—albeit after many false starts as we care to remember—that the year on year rise in prices should be down to single figures within six months or so.

RPI PROJECTIONS			
Change over 12 months on the basis of the following monthly rates of increase from September onwards:			
	0.5%	0.75%	1%
1977			
Dec	12.2	13.0	13.7
1978			
March	8.8	10.4	12.1
June	4.8	8.2	10.6
Sept	0.2	0.4	12.7

The problem, of course, comes in judging what happens once the factors already at work in the cause of slower rising prices have worked themselves through the system. And here the most obvious uncertainty, as we have been rudely reminded these past few days, is the future course of pay settlements. As the chart shows, even assuming a fairly constant monthly increase in price levels, the year on year rate of increase could well have bottomed out within six to nine months. And, though a rise in earnings in the present would reduce above the Government's 10 per cent target would take some further months to have an effect on the rate of price increases, the financial markets would adjust their stance a good time ahead of such a development.

North Sea oil and the economy-2

The classic scene in the silent comedies has the hero hammering unsuccessfully at the door; he turns round and walks off in disgust whereupon the whole building collapses behind him.

The debate about the exchange rate has been overtaken by events and the Government has been forced to change its intervention policy. What is there left to say except perhaps: "We told you so?"

But these articles are, after all, about North Sea oil. The massive inflows of funds which eventually forced the freeing of the exchange rate had little to do with North Sea oil (which has been known about for a long time) and a great deal to do with the change in confidence following the International Monetary Fund Letter of Intent and the Government's commitment to stringent financial policy. Having killed the means it was bound eventually to will the end in terms of a higher exchange rate and lower prices.

There are still issues to be debated about exchange rate and monetary policy in connection with North Sea oil and it is right to air them, since there is still a chance that, once it has coped with what it sees as a temporary problem, the Government will revert to exchange rate "management".

It is important to distinguish, where monetary policy is concerned, between the long-run problems (if, indeed, they are problems) of coping with the output of the United Kingdom (which has undoubtedly been our current economic difficulty).

Adjustment of output

One approach to the long-run problem would go as follows: North Sea oil is a gift of nature which raises the potential output of the United Kingdom. (We need not worry for the moment how the gift is to be shared out.) Output will adjust to this higher level and since there will be higher output we will need higher real money balances to finance it.

We can achieve the increase in real balances by increasing the nominal amount of money while holding prices constant or by holding nominal balances constant and allowing prices to fall. Normally one would choose the former course since it is rather difficult (though it is by no means unheard of) to make prices fall. But since we live in a world of fixed exchange rates, there is something to be said for adopting the latter course and using the increase in output to allow inflation down.

If North Sea oil raises potential output at current prices by about 4 per cent, it would eventually, with a given growth in the money supply, keep prices roughly 4 per cent lower than they would otherwise have been—and every little helps.

That may sound rather an odd approach to the problem. The great debate on North Sea oil has been about its effect on the balance of payments and thence on the money supply. But one can argue as follows: in the long run North Sea oil will have no effect on the balance of payments.

That may sound both unhelpful and uninteresting, but the obsession with the balance of payments effects of North Sea oil has undoubtedly been a major source of confusion. The problem began when oil prices increased in 1973. People started talking about "oil" as a source of foreign exchange, as if oil effects could to some purpose be added to or subtracted from the balance of payments.

We now have the same delusion reversed, with people wanting to add North Sea oil to the balance of payments

and, even worse, trying to distinguish between "oil" and "non-oil" competitiveness. As an accounting exercise, calculation of the effects of oil may have some interest (we have done such calculations ourselves); it may also be interesting to ask how oil affects the economy, but it is completely misleading to continue to treat oil (wherever it comes from) separately, as if we had two separate balance of payments accounts.

The increase in oil prices was a major shock to the system and the arrival of North Sea oil is a major shock to the system, too. The first had a marked short-run effect on the current account of the balance of payments, pushing it into deficit, and the second will have the short-run effect of pushing it into surplus; but there is only one market for sterling and the system will come into balance through offsetting trade and capital flows or through a change in the exchange rate.

The important point is that the effect of North Sea oil on the balance of payments can only be transitory. The adjustment in the balance of payments, whether exchange rates are fixed or flexible, will come about through four mechanisms. First, part of the proceeds of North Sea oil will be spent on imports. Secondly, the increase in economic activity, there will be an increase in imports. Thirdly, there will be capital outflows; and, fourthly, there will be changes in the structure of the economy to shift resources from exports to domestic markets.

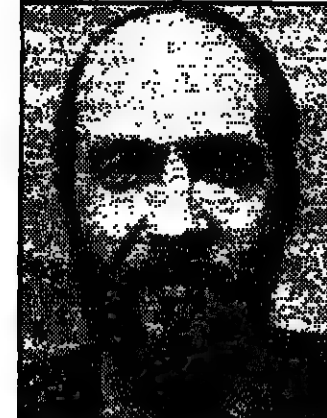
Since these processes will all take time, the short-run effects of North Sea oil are likely to be either through an increase in the exchange rate or through an increase in the money supply and prices. If the exchange rate is held constant, it is likely to rise, while leaving domestic prices unchanged.

In either case we shall experience, at least in the short run, an increase in the real exchange rate. Whether that increase will be sustained is extremely difficult to tell. It seems likely that it will be and this, indeed, will be part of the mechanism by which resources are shifted from foreign to domestic markets.

However, as the economy adjusts to North Sea oil the inflow into the reserves will stop in the fixed exchange rate case and the exchange rate will rise and the flexible rate case. There could be some subsequent outflow of reserves or fall in the exchange rate (but,

Making sure that the monetary framework is right

Alan Budd, right, contributes the second in a series of three articles by leading economists on the implications of North Sea oil. The final article will be published later this week



classic choice, emphasised by Keynes, between holding the exchange rate and letting inflation vary or holding inflation and letting the exchange rate vary. Given the costs of the last inflationary explosion it seems far more sensible to direct monetary policy towards price stability rather than risk loss of control of the money supply.

Recent experiences have shown again how easily the attempt to hold the exchange rate can cause reserve inflows which threaten to swamp monetary targets. While the general outlines of monetary policy may be easily described, the details will call for all the skills of the authorities; but in the end monetary policy will simply provide the framework within which the important and interesting questions of allocating the benefits of North Sea oil are decided.

Those questions are political and the economist *per se* has no particular contribution to make. He can, however, sound a warning when it looks as if the political discussion is ignoring or misrepresenting the economic constraints.

One proposal is to ensure that the exchange rate is kept low, and possibly reduced further, in order to maintain our export industry while North Sea benefits are being felt. The idea, which seems quite sensible, is to ensure that exports are available when the oil dries up.

One objection to this policy is that it is likely to be self-defeating. All that will happen,

as I have argued, is that we shall have higher prices. But even if it could be achieved, it would mean that we permanently keep the terms of trade lower than they need be in order to maintain sections of industry ready for some distant date (which no one knows, not even the Government) when they will once again be needed.

It may be that we cannot rely on industry to solve this difficult "re-entry" problem unaided; but it is in industry's direct interest to try to get it right. One thing we can be fairly sure of is that the mix of exports we shall need in twenty or so years' time is not the mix we have now.

Whatever happened, there would have to be major structural changes. There is an important risk that a general subsidy to exports through an artificially low exchange rate would prevent these structural changes, with constant demands for a yet lower exchange rate as industries became threatened. All this intervention will be predicated upon the belief that the Government knows both what the required level of competitiveness is and how to achieve it.

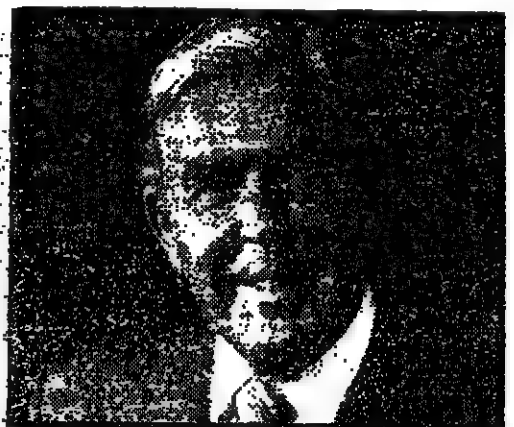
Finally, there is the question of unemployment. On this I am less optimistic than most. I see no reason to expect that North Sea oil by itself will allow us to reduce the level of unemployment permanently.

Windfall reserves

If our present problems are ones of adjustment for the United Kingdom and the rest of the world, in the sense that there is a lower level of unemployment which will avoid accelerating inflation or chronic balance of payments problems and the only problem is to reach it, then North Sea oil may help the process. The short-run balance of payments surpluses are like a windfall increase in the foreign exchange reserves which will allow us to run the economy temporarily at a higher pressure of demand than would otherwise be the case. But this merely speeds the journey, it does not alter the destination.

The Government could, of course, use the additional resources while they last to subsidise employment, but that is a political choice involving a shift of resources from the employed to the currently unemployed. The additional resources from North Sea oil make the decision easier, but do not alter its basic nature.

The author is Williams & Glyn's Research Fellow and editor of the *Economic Outlook* of the London Business School's Centre for Economic Forecasting.



Dr Bernard Scott, chairman of Lucas Industries.

Australia helped to depress profits from overseas companies, down from £22.4m to £1.5m despite a 50 per cent increase in total sales to £35.5m. This rise seems to have benefited exporters from the United Kingdom rather than the overseas companies themselves, being a major contributor to the leap in the United Kingdom vehicle equipment profits from £52.7m to £76.3m.

Gains in market shares in Europe last year should continue, which will help offset the effect of a slower growing European industry, although margins might be tighter, as toolmakers fight growth in the United Kingdom should continue to come from the higher price faster growth diesel engine market, which grew by around 5 per cent last year, and should do again this year.

Meanwhile, there will be much caution in the market, but the historic p/e of 7.25 is not demanding for a long-term growth company planning £60m of capital spending with modest borrowings. The yield of 4.4 per cent, though, is not attractive. The shares, thus, look about right.

Electronic Rentals

A facility from Philips

Philips set the cat among the pigeons at Electronic Rentals yesterday when it got told of ER's chairman, Mr Maurice Fry, in the morning to tell him that its longstanding stake in ER had gone above 30 per cent—triggering a bid under Rule 34 of the Takeover Code. ER and its advisers, Morgan Grenfell, were left to sweat it out until the evening when Philips defused the situation with a facility bid of 100p a share cash which the record values ER at only 7 times historic earnings.

The question naturally is why Philips having consciously increased its ER stake from 29.2 per cent to 30.4 per cent, is turning itself to the trouble and expense of having to make an offer, as of course it has just spent a great deal of time getting out of direct involvement in the television

Business Diary: Hongkong cloth caps • Meany's campaign

Britain's clothing workers want radical legal reforms to permit "effective trade unionism" in Hongkong. The Crown colony, they argue, is a happy hunting ground for international investors, being largely devoid of workers' rights.

In evidence to the Foreign Office inquiry into labour relations in Hongkong, conducted by Professor H. A. Turner, the National Union of Tailors and Garment Workers says: "Hongkong is not a poverty stricken under-developed country; struggling towards industrialization. Rather it is a highly developed industrialized state, providing rich rewards for commercial investors, many of them of international origin."

"Its workers are largely underpaid, under-represented and lacking the social safety net afforded to workers in most industrialized states."

The garment workers say that action is required to force changes on the colony so that its trade union structure is nationalized and strengthened. "This, in turn, can only take place through legislation providing statutory trade union rights and an education programme designed to take advantage of any rights advanced."

But the NUTGW does not expect these reforms to be implemented by the colony's legislative council. The union says that this has failed most of Hongkong's workers.

"This is hardly surprising given the highly unrepresentative nature of the council. A legislature whose members are largely appointed from among the elite of the commercial and business communities is unlikely to pay much attention to, or even understand, the

problems of workers and their families."

The union suggests that major legislative changes are necessary and that the most effective way of ensuring that they fulfill the needs of workers is for the workers themselves to have effective representation on the legislative and executive councils.

James Macgougan, general secretary of the tailors and garment workers, said that recent improvements in labour legislation in Hongkong were slight and there was much doubt about the prospects for enforcement.

Who better than Herbert Turner to chair an inquiry into, among other things, the "sweating" of tailoring workers in Hongkong? Not only is Professor Turner the author of a string of books on labour and trade union topics, but he is also Montague Burton Professor of Industrial Relations at Cambridge.

The word is that George Meany, the crusty and dogmatic octogenarian, will pay no attention to those who want him to retire as head of the American Federation of Labour and Congress of Industrial Organizations (AFL-CIO) seems set to go on the rampage once again. He will wage a stirring political campaign at his organization's twelfth constitutional convention in Los Angeles next month.

As usual, Meany's targets will be the political leadership in Washington and Moscow. In typical style he will undoubtedly have some sharp words for Jimmy Carter about the nation's



George Meany: still campaigning.

7 per cent unemployment, but these will almost seem like praise compared with his plans for the Russians.

In a flourish of activity the still spry Meany has invited Dr Andrei Sakharov, the Russian Nobel Prize winner, to the convention, along with several other leading Soviet dissidents. The Russians will almost certainly refuse passports to these citizens, but Meany has every intention of using his clout and his 14 million trade union members to go ahead and remind the world about the lack of human rights in the USSR.

To fulfil his mission he has launched Vladimir Bukovsky, whom he calls the "Russian human rights leader," on a speaking tour taking him from New York to Texas and Chicago to San Francisco, which will culminate at the Los Angeles conference.

Meany's vigour in this campaign is bound to serve as a reminder to AFL-CIO members that the "old boss" is having too much fun knocking world leaders to think about retiring.

One of Britain's oddest limited companies, British Mensa, will be holding what promises to be a lively annual meeting at the National Liberal Club on November 18.

Some members feel that the society—which is restricted to people with a high IQ—is being run by its committee with a high hand.

The society became a limited company in 1970 to "secure certain monetary advantages" but after falling foul of the Companies Acts it intends to revert to being an unincorporated society.

Part of its far-flung membership is anxious to secure an adequate discussion of the proposals without having to travel to London.

Communications within the society are also a sore point, with one member pointing out that the committee recently raised the charge for its minutes from 50p to £5—half the membership fee.

Out of a total of 42 motions proposed, 15, including calls for resignations, have been brought by David Gallant, who is involved in a High Court action against Mensa.

Maneck Datal, one of the best known and highly respected members of the Indian business community in London, is standing down after almost 30 years in charge of Air-India in Britain.

But after farewell junketings in the airline's headquarters in Bombay, he is heading back to London as managing director of Tata Ltd, the London representatives of the J. R. D. Tata industrial empire.

bridge MA, a triple Blue and membership of the Middle Temple.

In June, 1948, aged 23, Datal became Air-India's first employee in Britain, with an office in a caravan at Heathrow airport, a staff of six and two services a week. On his departure he was overseeing 500 employees and 50 aircraft movements in and out of London each week.

He is succeeded by Eric Pereira, 53, who has been an Air-India man since 1946. Datal's departure from the airline scene in London leaves Vagn Christensen, head of SAS Scandinavian Airlines, as doyen of the airline managers here. He has been manager of SAS since 1946, but first came to London in 1938 in charge of a Danish airline.

Figures are wonderful things, and we could often read them all day—especially when they come from sources such as CONCAWE, the oil companies' "international study group for conservation of clean air and water in Europe". The statistical summary of spillages from oil industry land pipelines for last year, just published, shows that over eight times as much oil was spilled from the whole of 1975 was discharged accidentally into an important (unnamed) river in one incident in 1976.

"Taking everything into account," the study group says, "any superlative performance becomes increasingly difficult to match or to surpass... the very low volume of product spilled in 1975, coupled with a high recovery rate, resulted in final statistics which make subsequent comparisons inconceivable."

Standard Oil Company (an Indiana corporation)

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of December 2, 1974 between Standard Oil Company (an Indiana corporation) and The Chase Manhattan Bank (National Association), as Trustee of the aggregate amount of the above-captioned Indenture, the Indenture will be redeemed for the sinking fund on December 1, 1977 at the redemption price of 100% of the principal amount thereof, together with accrued interest to December 1, 1977.

The numbers of the Debentures to be redeemed are as follows:

40	4461	8216	7888	9882	12018	14811	18800	18044	21777	23351	28884	28441	30818	32163
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96	4888	3248	7808	9885	12078	14844	18818	18078	21801	23375	28908	28465	30842	32187
97	4888	3248	7808	9885	12078	14844	18818	18078	21801	23375	28908	28465	30842	32187
98	4888	3248	7808	9885	12078	14844	18818	18078	21801	23375	28908	28465	30842	32187
99	4888	3248	7808	9885	12078	14844	18818	18078	21801	23375	28908	28465	30842	32187
100	4888	3248	7808	9885	12078	14844	18818	18078	21801	23375	28908	28465	30842	32187

Europa

How the world's biggest chemicals manufacturer intends to protect shareholders' assets in the face of possible nationalization of its French subsidiary

Hoechst set to meet Leftist threat

Given the possibility of a victory for the Left, whether united or not, in the forthcoming French elections, what is the attitude of the Hoechst group to the concomitant possibility of nationalization of its major pharmaceutical subsidiary?

Nationalization is not acceptable to us. We intend to use all possible legal channels to protect our shareholders. Even if nationalization in France could not be avoided, the courts of law in other countries could prevent nationalization of assets located within their own national boundaries and, at all events, lay down acceptable standards of compensation.

Are you referring in particular to the International Court of Justice in The Hague?

Not exclusively. There are also the European laws and the national courts of states where Roussel-Uclaf assets are situated. There is case law dating back to the Russian revolution, Algerian nationalization, and so on.

These laws are mainly concerned with protecting foreign subsidiaries. Would you not contest the nationalization of the French assets?

Quite. But France has an international obligation to abide by the Declaration of Human Rights, which refers to problems of nationalization and compensation.

Do you completely rule out the possibility of cooperation with a nationalized Roussel-Uclaf, assuming that a number of the members of the current management team of your subsidiary remain at its head?

Allow me to point out that we do not regard Roussel-Uclaf as a subsidiary of Hoechst. It is an affiliate, a partner, and the fact that we hold more than 50 per cent of the shares in this company makes no difference.

Would this prevent you from cooperating?

We would have to look at the situation in the light of the arrangements and the personalities involved. It would depend on the people put into the management structures at Roussel-Uclaf, on whether the supervisory board in its present form retained its powers, on the composition of the supervisory board etc. Given a willingness to cooperate on all sides, it could be in our best interests. But first of all we have

Herr Kurt Lanz, deputy chairman of the board of management of Hoechst, the most powerful chemical group in the world, has been responsible for its activities in France for several years. He was the main architect of the alliance between Hoechst and Roussel-Uclaf, more than half the shares in which are now held in West Germany. A well-known Francophile, Herr Lanz has taken the risk—placing his standing with his own German

colleagues at stake—of promoting a liberal concept of cooperation between the pharmaceutical divisions of Hoechst and the French company, allowing the latter the largest possible measure of autonomy. With the approach of elections which could possibly lead to the nationalization of Roussel-Uclaf, Herr Lanz outlines to *Europa* the position which he intends to explain publicly over the coming weeks.

an obligation to protect our shareholders' legal and financial rights.

Compensation is very important in your view, then?

It is of prime importance to our shareholders. On the other hand, as a businessman, I wonder whether it would be possible to continue cooperation on the lines along which it has been developed over the last eight years.

In the meantime, have you taken pre-emptive action? There is much talk in France about companies liable to nationalization having off large quantities of assets to foreign subsidiaries.

It may be madness on our part, but we have not done this. I have always taken the view that, in difficult circumstances, the best course is to act as if nothing is going to happen. In Roussel-Uclaf, just as in Hoechst France, we have maintained the investment programme at the level planned, and indeed more than this, since Roussel-Uclaf's current investment budget is the biggest it has ever had in its history. I consider it is wrong to do anything which could be interpreted as protective or evasive action.

There is talk of a merger between Chimio SA, which controls Roussel-Uclaf, and Hoechst France. Is this not designed to forestall the possibility of nationalization?

No. It is simply a rationalization measure. Chimio is and will continue to be wholly owned by Hoechst. The Roussel-Uclaf holding will remain unchanged.

Does Roussel-Uclaf launch its new products itself, or jointly with Hoechst, or on some other basis?

Roussel's cardio-vascular field would collapse.

Would it perhaps be possible to opt for steroids alone—wholly French products?

At the moment our steroids are wholly French, except in the United States where the size of the market obliges us, both Hoechst and Roussel-Uclaf, to market everything together. The French company has complete control over its products.

So, if each partner in the marriage has, so to speak, retained personal property rights, a divorce would be that much easier to arrange?

Theoretically yes. However, we are not concerned with the past, but the future. This year we have had the first instance of a steroid being marketed in the United States under a French name. The point is that, for all its brilliant research, Roussel does not always have the commercial and financial weight to attack international markets successfully in the face of world competition. The Hoechst group's turnover is 10 times as large as Roussel-Uclaf's. The power ratio is clear. If it is true that Roussel-Uclaf contributes certain things to Hoechst, the converse is equally true. We should be seeing something similar in Europe.

Is there not a danger that, in the event of nationalization, you would have to pay the price of the great loyalty to your French partners you have displayed in adopting the genuine view of your mutual interests, by which I mean encouraging their own dynamism in order to benefit from it? You could have taken the other course and attracted the researchers to West Germany while breaking up the company.

Of course we could have, but we would have destroyed the company instead of building it up.

Do you have channels through which to bring pressure to bear in France?

No, none. We have to use persuasion.

Have you been in contact with the parties of the left to give them a better understanding of the situation?

The French management of Roussel-Uclaf have supplied the available documents to those who have asked for them. But they do not yet know the group well and we have seen documents which contained major errors. The role of the Roussel-Uclaf board of management is to improve information on the group, but it is not appropriate for its French members to take up political positions by arguing consistently with politicians, since they will be responsible for the future running of the company whatever happens. Seen from the Hoechst viewpoint the situation is different: we have not only the right but the duty to take up political positions.

FINANCIAL NEWS

Shareholders to decide on merger of Hutchison Int and Whampoa

The proposed merger between Hutchison International (HIL) and its subsidiary, Hongkong Whampoa Dock Company (HWD), will be put to a shareholder vote next month, according to HIL's chief executive, Mr William Wylie.

The merger plan first announced in June, will be effected by means of a "scheme of arrangement" through which a new holding company, Hutchison Whampoa, will become directly and indirectly owner of the issued share capital of HIL and HWD.

The merger will mean: For every 1,000 ordinary shares of HIL, shareholders will receive 500 ordinary shares of Hutchison Whampoa and 600 7½ per cent cumulative redeemable participating preference shares of HIL. For every 1,000 ordinary shares of HWD, shareholders will receive 1,942 ordinary shares of HWD and 1,942 7½ per cent cumulative redeemable participating shares of HIL.

Mr Wylie explained that the issue of redeemable preference shares will provide Hutchison Whampoa with a capital structure which is flexible and well suited to meet its anticipated future requirements while, at the same time, giving shareholders a significant increase in income.—AP-Dow Jones.

Mitsui's Big fall

Mitsui Shipbuilding and Engineering Group, of Japan, says that its net profit in a

half-year ended September 30 fell sharply to 1,900m (about £4.2m) yen, down 51.0 per cent from 3,900m yen in the similar period a year earlier. Sales during the six months totalled 152,400m yen, down a slight 3.9 per cent from 158,600m yen a year earlier. New ship sales were 90,900m yen, up 14 per cent from 79,500m yen. Overall exports totalled 106,200m yen, down 30.3 per cent from 152,400m yen a year earlier. Mitsui Shipbuilding is the fourth largest shipbuilder in Japan.

Dai-ichi Kangyo Bank

The Dai-ichi Kangyo Bank of Singapore is planning a United States dollar negotiable certificate of deposit issue in Singapore, Asian dollar market sources say. Details of the issue, the first of its kind in Singapore and in the Asian dollar market generally, will be announced later. The Finance Ministry said in April that it was planning to start a market in Asian dollar negotiable CDs in the middle of this year, when practical and technical details had been worked out.

Mercantile Credits

Mercantile Credits of Australia says that it will make a \$A15m (about £3.3m) issue of first charge debenture stock and \$A5m issue of unsecured deposit notes to open tomorrow. Interest rates on the debenture stock range from 9.75 per cent for three to five months to

12.75 per cent for five years. Rates on the notes range from 10 per cent for three to five months to 12.75 per cent for three years.

Antar shares halted

The Paris stockbrokers' association has ordered the suspension of Antar Petroles de l'Atlantique's share listings yesterday and today. The decision comes after an announcement by the boards of Antar and Socantara SA that Socantara plans to absorb Antar through a offer of one Socantara share for every two Antar shares. It added Socantara already owns 59.43 per cent of Antar.

Sharp Corp boost

The Sharp Corporation, the Tokyo-based electronics group reports that its September 30 half-year net profit rose by 46.5 per cent to 3,700m yen (about £8.2m) from 2,500m yen in the similar half-year period last year. Sales rose by 5.8 per cent to 153,200m yen from 144,800m yen. The group said sales of televisions fell 12.5 per cent from a year earlier to 59,000m yen, or 25.3 per cent of the total sales against 30.8 per cent a year ago. Audio equipment sales rose by 23.3 per cent to 23,600m yen and sales of electronic orders rose 3.2 per cent to 47,770m yen or 31 per cent of all sales. Export sales were up 7.7 per cent to 55.1 per cent of all sales against a 54.1 per cent share last year.

Business appointments

Executive post at Norwest Holst International

Mr Paul Chaston has been made managing director of Norwest Holst International.

Mr David Lee has joined the main board of the Halifax Building Society.

Mr B. G. Skinner is now chief general manager of Royal London Mutual Insurance in succession to the late Mr L. C. Poll.

Mr Gordon Leatham becomes chairman and Mr Peter Day managing director of Kearsley and Tongue.

made a director of Devitt Langton & Dewdney Bay.

Mr Allan Picken has been made financial director of Supra Automotive.

Mr George Smith is the new director of research of British Shipbuilders from December 1.

The following have been made directors of Raytheon: Mr C. C. Allmyer, Mr J. W. Bragg, Mr A. L. Elliott, Mr G. F. Huddell, Mr R. J. Martin.

Mr Thomas Poole is to retire as card underwriter on December 31 but will remain on the board. He is succeeded by Mr Bragg.

Mr Ernest Gibson has been elected chairman of the National Cavity Insulation Association.

Mr J. P. Allatt succeeds the late Mr W. C. Norvill as managing director of Crompton Parkhouse Victor.

Mr N. Kirschner, managing director of Rayrolle Parsons of South Africa, has joined the board of A. Reyrolle.

Mr J. Birks has been appointed a managing director of British Petroleum from January.

Briefly

AZCON CORP

Net income of this \$9 per cent-controlled subsidiary of Cons Gold Fields is steady at \$2.5m for three months to September 30.

IRISH LOAN

ECGD has guaranteed £3m line of credit which Hill Samuel acting on behalf of syndicate, has made available to Electricity Supply Board, Irish Republic. Loans will enable Irish buyers to place contracts in United Kingdom for capital goods and associated services for ESB's development programme.

CAMEPARI

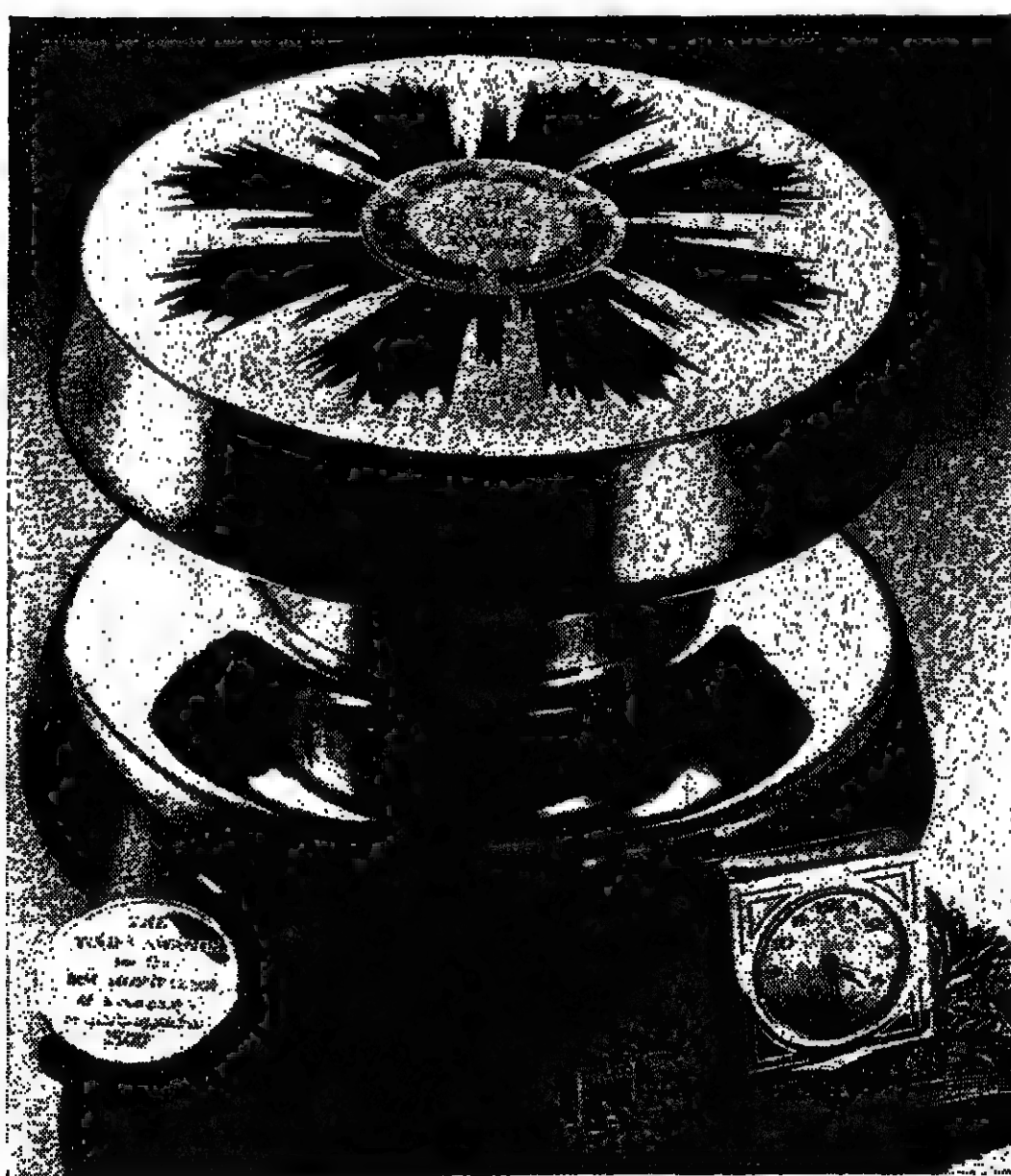
Chairman said at annual general meeting that trading still good.

CHI INDUSTRIALS

Company to restructure Hard Trim division with merger of trim and manureline interests of Compro Plastics and Betts Manufacturing.

LONDON EUROPEAN

London and European announces acceptance of offer for C. C. Summers received for 1.0m ord bringing total to 89.7 per cent.



THE TIMES AWARDS FOR THE BEST ADVERTISEMENT OF A COMPANY'S RESULTS FOR 1977.

The Awards

The awards will follow the 1976 pattern, namely

- The Grand Prix, to be held for one year, awarded to the entrant whose advertisement is, in the opinion of the judges, the best submitted, irrespective of category. The Grand Prix consists of a silver trophy, specially designed for The Times by Gordon Hodgson.
- First, second and third prizes for category winners. Awards will be made both to the winning advertiser and agent.

The Panel of Judges

The Awards will be made by an independent panel of judges, selected for their understanding of this specialised form of communication.

They will judge entries in accordance with the following criteria. An advertisement of a company's results, whether the Chairman's statement is or is not included in full or in abridged form, should:

- Attract the eye, by virtue of its design.
- Be easy to read, by the use of skilful typography.
- Contain such information as prospective investors or professional advisers are likely to require, including details of the business carried on by the company.
- Include, at the option of the advertiser, such illustrations, graphs, or diagrams as may be necessary to supplement (c) above.
- Leave the reader with the impression that the company concerned would be a good one to do business with, to work for, or to invest in.

Note: In the case of the categories Interim Results or Preliminary Figures, only criteria (a) to (d) will apply.

Conditions of Entry

All entries are free, but must have appeared in the pages of The Times Business News during 1977.

The following are the categories in which awards will be made:

- Annual Results.
 - Colour or Black and White. Half page or larger, or equivalent.
 - Colour or Black and White. Less than half page or equivalent.
 - Interim Results or Preliminary Figures. Colour or Black and White (All sizes).
- The Judges will have the option of making, at their absolute discretion, special awards for the following:
- *The best advertisement by an overseas company.
 - *The best advertisement smaller than 20cms x 4 cols.
 - *The advertisement which makes the most significant contribution to new and imaginative thinking in financial advertising (without necessarily satisfying all the criteria for the Grand Prix or Category Winners.)

Entries will be accepted throughout the twelve month period January 1st–December 31st 1977, and should take the form of art pulls mounted on board, with a clear indication of the category in which they are to be judged. Six unmounted art pulls should also be provided for the use of the Award Judges. They should be sent to:

Michael Mander, Deputy Chief Executive and Marketing Director,
The Times Awards,
The Times, New Printing House Square, Gray's Inn Road,
London WC1X 8EZ. Tel: 01-837 1234.

Presentation of the awards will be made early in 1978.

THE TIMES
BUSINESS NEWS

The Times Awards for the best advertisement of a company's results have aroused considerable interest since their introduction in 1974 and the competition is now in its fourth year.

The categories in which awards will be made are listed alongside. The conditions of entry remain unchanged.

FINANCIAL NEWS AND MARKET REPORTS

Overseas boost for Capper-Neill and another peak in sight

By Victor Felstead

Growth is still continuing at Capper-Neill, but more slowly than in the last couple of years. On turnover, 1976-77 rose by 56 per cent to £22.6m in the six months to September 30. This was in spite of a more than doubled interest charge of £122,000.

However, in the 12 months to March 31 last, profits, including the Glover Group which was bought during the year, rose by 52 per cent to a record £4.2m. The year before they were 96 per cent.

Export figures are not given. But their importance can be judged from the fact that in 1976-77 total turnover reached £50.52m, including Glover. Out of this, exports were £13.62m, a 76 per cent rise on the previous year's record.

During the half-year, the expected upsurge in United



Mr W. P. Capper, chairman.

Kingdom economic activity failed to materialise. This led to a rather disappointing result. Capper-Neill's major activity remains on site construction work throughout a growing range of processes which cover

a widening spread of industries and markets. The group makes pipework, storage, materials handling and process plant.

Although the impact on profits of a much bigger order book is unlikely to be seen before the year-end, the group performance for the full year is expected to produce a profit "somewhat in excess" of the best-ever £4.2m pre-tax for 1976-77. These figures were in line with market predictions and the share price rose by a penny yesterday to 56p.

An interim dividend of 1.50p gross is being paid. This is an effective rise of 10 per cent on last year's payment after adjusting for the scrip issue. In addition, the balance of the final dividend for last year, which arises because of the change in the basic rate of income tax, of 0.014p a share will be paid. The directors expect to recommend a final dividend at the maximum rate allowed. Last year's total was 2.9p gross, adjusting for the scrip issue.

Recovery on the cards for Lake & Elliot

By Alison Mitchell

The worst is over for Lake & Elliot, the steel castings to valve manufacturer which saw profits slashed by almost £1m last year.

Mr Peter Lake, chairman, tells shareholders that the recent improvement in orders leaves the group facing the future with confidence tempered by prudence.

The road has not been easy. With pre-tax profits down to £1.1m in the 12 months to July 31 Lake has had to take drastic action. The loss-making Cockburns factory at Glasgow, which mounted up a deficit of £2m in the past three years, has been closed and the business transferred to the Hiddle site at Leeds.

The closure costs, including the redundancy of some 200 workers, have totalled £200,000 so far and some further provision may have to be made in the current year.

Although there had been a downturn in orders, a resurgence over the past eight months for this division should show through to profits in the second half of the current year, according to managing director Mr John French.

Expansion at the group will come on the foundation side with £4m capital spending plan over the next four years.

Lake, which services the petrochemical and shipping industries throughout the world, exports about 60 per cent of turnover, directly and indirectly, but the chairman would like to see this increase.

Start up costs associated with marketing group products in America have kept the share price red but it should break even in the current year and start contributing to profits in the following 12 months.

Stock markets

Firemen's threat dampens rally

A promising rally was nipped in the bud by the firemen's decision to call a strike from next Monday.

Early in the day sharp gains which owed more to "bear" closing than genuine investment demand had the FT Index 11.5 better by 11 am. But this sudden worsening of the already bleak industrial outlook quickly took its toll and by the close the index was just 4.2 ahead at 480.4 after some light but persistent selling.

Early gains of as much as seven eighths at the longer-end of the fixed-interest market were whittled away on industrial considerations and by the

Household Group rose 3p to 62p. The personal finance group of a merger with the new Northern Engineering Industries, now in the midst of an offer for International Combustion Holdings. However, Household is doing well enough on its own. Profits this year to April 30 next will probably be around £1m against £4.5m and the prospective yield is a useful 10 per cent.

end most stocks were little changed from their Friday night levels. Though the index scored its first rise in 11 sessions, dealers drew little comfort from the performance. They feel that the market now lacks the underlying firmness of just a couple of weeks ago and is highly susceptible to bad news, especially on the industrial front.

At best they are looking for consolidation at around the present levels.

Among the industrial leaders two issues to hold firm against the trend were Bechtel, up 7p to £22p on the spur of forthcoming figures, and Unilever, which rose 8p to 55p and stayed there.

Building issues also showed

some resistance to the late fall, particularly Costain, which has fallen far of late and stayed 14p to the good at 28p, and house-builder Barratt Developments which finished 6p ahead at 104p. But Tyson (Contractors) dipped 3p to 28p after figures. A £6m rights issue package from Coral Leisure had the shares 10p up to 240p while Associated Leisure, where Coral has a stake, scored a sympathetic rise of 2 1/2p to 50p.

News of an approach had Morgan Grampian 17p ahead at 160p after being 30p better at one stage. Other bid and speculative stocks to gain ground were S. Osborn 3p to 82p, Graham Wood 2p to 56p, Vaux 4p to 322p and Glitispur which ended 7p ahead at 51p. News of a possible purchase in the United States helped toy group Dunbee Combox to go ahead 8p to 162p.

Another speculative spot was to be found in the food sector where Nurdin & Peacock rose another 4p to 107p, after 108p, on continued demand. Ahead of figures due later this week Sainsbury held steady at 230p but Pork Forms scored a spectacular rise of 13p to 323p. Wheatsheaf was another in good form and ended 5p up at 218p.

In the engineering sector Simon rose 5p to 205p after news of a £7m contract for Russia while Swan Hunter's annual report was good for a gain of 9p to 157p.

Also ahead of figures this week W. H. Smith "A" put on 15p to 785p after 790p while favourable comment was good for rises of a few pence in the session 6p to the good. Stores features Gus "A" up another 6p to 320p.

A subdued property pitch features Bernard Sunley, up 7p to 172p and Haslemere which firmed 5p to 215p. After figures Allied London closed with a gain of 12p to 90p while the news that the Peachey stake will be kept "under review" had the latter's shares a point better at 74p.

Equity turnover in November was £81.24m (13,409 bar). For some time now dealers have been expecting developments at the Union central heating and ventilating group. They now feel that news may not be far away with the shares rising 7p to 48p in two days on a good demand which was first evident late on Friday. They emphasize that the buying has not been speculative.

Active stocks yesterday, according to Exchange Telegraph, were ICI, Shell, Beecham, P & O, GEC, Distillers, Commercial Union, BAT Dfd, Thorn, Grand Metropolitan, GKN, Gus "A", European, Ferris, Vickers, Unilever, Myson, Wedgwood, Pork Farms, Simon Engineering, Lucas and Coral Leisure.

Latest results

Company	Sales	Profits	Earnings	Div	Pay	Year's
£m	£m	£m	per share	pence	date	total
Int. or Fin.	5.2(3.5)	0.45(0.21)	—	1.25(1.1)	6/1	—(4.4)
Airflow (I)	7.8(6.5)	0.97(0.83)	6.67(5.58)	1.87(1.6)	—	2.7(2.4)
All Ltd Props (F)	0.15(0.15)	0.02(0.03)	—	—	—	—
Barlows (I)	2.0(1.5)	0.10(0.08)	—	2.55(1.05)	22/12	3.4(3.0)
Bell & Linn (F)	38.5(21.2)	1.05(0.84)	—	1.05(0.84)	—	—(1.80)
Capper-Neill (I)	22.6	1.6(1.4)	—	3.4(2.9)	23/12	4.7(4.1)
Dunbee Combox (I)	0.33(0.30)	—	—	2.35(2.1)	30/11	—
Eurochem (I)	1.2(0.7)	—	—	—	—	—
Futura (I)	1.3(0.35)	0.002(0.025)	0.5p(3.1b)	0.25(—)	—	—(2.4)
G & C Kynoch (I)	0.08(0.07)	—	—	1.0(0.5)	21/12	1.0(1.5)
Lucas Inds (F)	77.28(55.8)	1.7(1.1)	1.48(1.19)	1.57(1.15)	9/12	1.37(1.15)
M. Y. Dart (F)	12.6(9.4)	0.01(0.002)	—	6.0(5.8)	—	8.2(7.9)
Wm. Moore (F)	28.8(27.7a)	1.7(1.1)	12.94(9.95)	1.27(0.6)	9/1	3.3(2.3)
Rand Mtn Fe (F)	0.46(0.35a)	0.03(0.03)	25.3(24.9)	14.0(14)	—	14(14)
Saker Finance (I)	7.5(5.9)	0.42(0.39)	—	0.72(0.71)	29/12	—(3.2)
Shonette (I)	6.8(4.9)	0.41(0.32)	—	—	—	—(2.1)
USMC (I)	65.2(55.2)	0.18(0.18)	—	—	30/12	—(3.3)
Young Co Inv (I)	—	—	—	1.4(1.2)	—	—

Dividends in this table are shown net of tax on profits per share. Elsewhere in Business News dividends are shown on a gross basis. To establish gross multiply the net dividend by 1.515. Profits are shown pre-tax and earnings are net.

a. Stands. b. Loss.

United Tech may spend £266m in UK

Mr Harry Gray, chairman and president of the United States giant United Technologies, says that his group had a possible shopping list of "less than 10" United Kingdom companies and \$500m (£266m) to spend.

UT's massive cash resources are still available after its failure to win control of the American company Babcock and Wilcox with its \$580m offer.

Mr Gray said at his annual briefing for the City that he had not given up on Babcock and Wilcox as "nothing seems to have happened" since J. Ray McDermott's bid. UT is looking for acquisitions in technological fields including its work in aeroplanes, power systems, electric and motor parts. Mr Gray also said that any acquisition must have good "stand-alone" capability. He is not interested in turnaround situations.

He said the group had looked at a couple of United Kingdom companies but no approaches had yet been made. But he stressed that the group's priorities did not have national boundaries. The first consideration was the fields in which companies worked.

Only about \$1m of the group's total liquid resources are now invested in the United Kingdom.

MY Dart out of the rut and shares respond

By Our Financial Staff

November 5 was a washout for many this year. But there is nothing soggier about the way Benwell fireworks maker MY Dart hoisted pre-tax profits from £1.18m to £1.71m in the year to July 2.

These were usefully better than the £1.62m forecast with the one-for-seven rights issue at 35p that raised £514,000 as recently as last June.

The figures also mean that this maker of sporting goods such as darts and dartsboards, Hales table tennis bats, and

packaging besides fireworks has decisively broken away from a two-year profit rut.

The present year has started well. Several developments are in an advanced stage of planning, Mr Sidney Marks, chairman, reports, and these will need new plant and premises. The chairman says that all three divisions (sports goods, packaging, pyrotechnics) went ahead last year and they should do so again this year.

The cash call meant a 45 per cent dividend boost and the yield is still nearly 7 per cent. Yesterday the shares jumped 4p to 49p on the latest news

London Scot Finance optimistic

A cheerful view is taken by Mr Rowland Landman, the chairman of the London Scottish Finance Corporation, which recently took over Dupont Brothers.

In his annual report he is optimistic that the trading losses of £380,000 made by Dupont in the year immediately before takeover will have been turned round well before the end of the current year. This is to be considered very satisfactory, he says, having regard to the extensive reorganisation

costs in the first half-year. Dupont is in personal loans, insurance broking and credit rating. It also has four small department stores, which will all be closed down. This will realise assets which can be best employed in Dupont's traditional business, but which will initially involve redundancies and other costs.

London Scottish is in banking, consumer credit, debt collection and other financial services. The group is largely financed by certain United

Kingdom and United States banks and acceptance houses and does not advertise for deposits.

Activity has been brisk in the first quarter of the current year and, notwithstanding rationalisation expenses, the chairman hopes the current year will show a "significant improvement" on last year.

Pre-tax profits in 1976-77 reached £326,000. At the year-end, July 26, net current assets were £2.18m, against £1.94m a year earlier.

Carloli sets out terms for Tyneside

Terms of the merger between two Newcastle government trusts—Carloli and Tyneside—have been disclosed. They value Tyneside at just over £6.2m.

The undertaking, assets and liabilities of this trust will be transferred to Carloli. Holders of every 100 ordinary shares will receive 97 new Carloli ordinary shares.

Cross holdings of the preference capital of the two companies will be cancelled and public holders of Carloli's preference shares will get a 13p per share cash repayment, and of Tyneside's, 16p.

Dividends on the existing equity of both companies have been stepped up from 5p for last year to 5.65p for Carloli and 5.65p for Tyneside.

The brokers for both companies are recommending shareholders to accept the terms and the directors have indicated that they intend to vote in favour of the merger in respect to their own holdings.

Dunbee-Combox to buy Aurora

Toy maker Dunbee-Combox-Max has agreed in principle with Nabisco Incorporated of the United States to buy the world-wide toy and hobby business and certain other assets of Aurora Products Corporation, a subsidiary of Nabisco.

The proposed sale, terms of which have not been disclosed, depends on the approval of the boards of Nabisco Incorporated and Dunbee-Combox-Max, as well as any necessary government consents. Nabisco Incorporated has sold 375,000 ordinary shares in Dunbee-Combox.

Bath and St Helens' both want £5m

Underwriting is going on for two £5m issues by the City of Bath and the Metropolitan Borough of St Helens. Both issues are 11 1/2 per cent redeemable stocks, 1985, priced at £81. Lists open on Thursday.

The stocks are payable as to 10p on application from £40 to £40 becomes due on December 15 and the balance of £48 will be due on January 15.

Allied Ldn tops good year with scrip

The 135m share stake in Peachey Property Corporation held by Allied London Properties, will be kept under review in the light of market conditions, group reports with its preliminary figures. Results for the year to August 31 show a rise in pre-tax profits of 16 per cent to £971,000. Turnover was £7.8m compared with £6.5m and earnings a share were 6.67p against 5.59p. The total dividend has risen from 37p to 42p, and the board proposes one-for-two scrip issue. Mr Morris Leigh, chairman, looks forward to another successful year.

Coral Leisure coins money but wants £6m more

By Desmond Quigley

Coral Leisure, which has casino, bookmaking and hotel interests, finally announced a cash call. It is a one-for-eight rights issue at 200p a share to raise £6m.

The group is proposing to increase its total dividend this year by half to the equivalent of 18.2p on share gross. Yesterday the shares rose 10p to 240p.

It is the second rights issue from Coral in 18 months. In March last year, Coral made a one-for-six rights issue at 100p to raise £2.7m.

Following this latest cash raising, there will be a one-for-one scrip issue to aid the

marketability of the shares. Announcing the rights issue Coral said that unutilised pre-tax profits for the first 38 weeks of the current year stood at £13.4m compared with £7.5m in the same period last year, an increase of 79 per cent.

After this disclosure, analysts began revising upwards their profit forecasts for the year to around £18m, compared with £10.1m for last year, an almost comparable increase to the one so far made this year.

At last night's closing price, the six-for-eight rights issue would be 22.5p, to give a prospective yield of 7.7 per cent and a p/e ratio of over 7.

Since last year's rights issue, the group has embarked on a big acquisition programme. The most important purchase was of Centre Hotels for £16.7m in cash and shares in April. Mr Nicholas Coral, chairman, said that Centre's profits before interest and tax for the 24 weeks to September 22 had amounted to £2.32m, compared with £1.86m in the same months the year before.

The acquisition of Centre substantially increased Coral's gearing from less than 40 per cent to more than 100 per cent of shareholders' funds. However, gross borrowings have subsequently fallen from just

under £25m to £18m. The new money will be used not so much to reduce borrowings further but to aid expansion in leisure.

It is too early to say yet if Coral will expand its new hotel division, but the group believes that there are some gaps yet to fill in its leisure coverage.

ASSOCIATED LEISURE

Mr Carlton Walker, founder of Last Drop Village Bolton and Tickle Trout Hotel, is leaving United Kingdom to live abroad. Terms have been agreed for Associated Leisure to buy two businesses.

ARMSTRONG

Strength in Vehicle Suspension Manufacture
Automotive Parts Distribution
Specialised Fastenings

Profit Powers On

	1977	1976	1975
Turnover	£000's	£000's	£000's
Profit before Tax	67,427	43,429	31,538
Dividends	6.263	4.288	3.051
Earnings per Share of 10p	20.27%	18.25%	18.87%
	6.50p	4.99p	3.89p

*Adjusted for Rights Issue 1976

- * Eleven successive years of high profit growth
- * Return on Shareholders' funds exceeds 36%
- * Broadening of Company base continues
- * Automotive Replacement Parts sales strengthen
- * Company prospects are exciting

ARMSTRONG EQUIPMENT LIMITED
North Humberside, England

NOTICE OF REDEMPTION

Standard Oil Company

(an Indiana Corporation)

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of December 2, 1973, between Standard Oil Company (an Indiana Corporation) ("the Company") and The Chase Manhattan Bank (National Association), as Fiscal Agent, the Company has exercised its option to and will redeem, on December 1, 1977 (the "Redemption Date"), all of its then outstanding 8 1/2% Notes Due 1980 (the "Notes") at the redemption price of 100.5% of the principal amount thereof (the "Redemption Price"), together with accrued interest to the Redemption Date.

On the Redemption Date, the Redemption Price with respect to all of the outstanding Notes will become due and payable, and interest on the Notes shall cease to accrue on and after said date.

Payment of the Redemption Price will be made on or after the Redemption Date upon presentation and surrender of said Notes, with all coupons appertaining thereto maturing after the Redemption Date, at any one of the following Paying Agents:

The Chase Manhattan Bank, N.A.
Special Bond Services
2 Broadway - 2nd Floor
New York, New York 10004

The Chase Manhattan Bank, N.A.
Tunisia Anlage 11
6 Frankfurt/Main, Germany

The Chase Manhattan Bank, N.A.
Woolgate House
Coleman Street
London E.C. 2, England

The Chase Manhattan Bank, N.A.
Piazza Media 24
20121 Milan, Italy

The Chase Manhattan Bank, N.A.
Piazza Marconi 25
00144 Rome, Italy

The Chase Manhattan Bank, N.A.
41 rue Cambon
75001 Paris, France

The Chase Manhattan Bank, N.A.
No. 1-3 Marunouchi 1-Chome, Chiyoda-ku
Tokyo, Japan

Nederlandsche Credietbank, N.V.
Herengracht 458
Amsterdam, The Netherlands

Banque de Commerce, S.A.
51/53 Avenue des Arts
Brussels, Belgium

Chase Manhattan Bank (Switzerland)
Grafstrasse 24
Zurich, Switzerland

Kreditbank, S.A. Luxembourg
37 rue Notre-Dame
Luxembourg, Luxembourg

Interest accrued and unpaid to the Redemption Date on said Notes will be paid in the usual manner.

The Chase Manhattan Bank
(National Association), as Fiscal Agent

Dated: November 1, 1977

Copper-Neill

Half year results confirm overseas growth

Interim Statement

The Directors of Copper-Neill Limited announce that the profit for the first half of the current year to 31st March 1978 has exceeded that earned during the corresponding period of last year. This profit was a result of increased sales achieved by the expansion of the Group's activities.

The unaudited results for the first half of the financial year ending 31st March 1978 are as follows:—

	Six months ended 30th Sept. 1977	Six months ended 30th Sept. 1976	Year ended 31st Mar. 1977
Turnover	£000	£000	£000
Group Trading Profit	30,501	21,251	50,524
Interest payable	2,194	1,570	4,271
Group Profit before taxation	122	56	69
Taxation	2,062	1,514	4,202
Group Profit after taxation	1,127	820	2,231
Amount absorbed by dividends	935	694	1,971
	243	216	436

The Directors have declared an Interim Dividend of 1.0641p per share which, together with the associated tax credit is equivalent to approximately 1.5971p gross. This represents an effective increase of 10% on the Gross Dividend declared at the same time last year, which after adjusting for the subsequent scrip issue amounted to 1.452p. On the same basis the total gross dividends for the year ended 31st March 1977 amounted to 2.904p.

In addition, the balance of the Final Dividend for last year, which arises as a result of the change in the basic rate of Income Tax to 34%, will be paid and will amount to 0.0145p per share.

Improved results for the first half of this year have been achieved due to much increased activity in overseas markets which are continuing to expand.

During this first half year however, the anticipated upsurge in United Kingdom economic activity failed to materialise and this led to a rather disappointing result in this area.

Present indications are that this may well continue for the remainder of the year.

Our major activity remains in site construction work throughout an increasing range of processes which cover a widening spread of industries and markets and growth is expected to continue.

Although the impact on profits of our much increased order book is unlikely to be effective before the year end, the Group performance for the full year to 31st March 1978 is expected to produce a profit somewhat in excess of the £4.2m profit figure which was achieved during the year ended 31st March 1977.

The Directors are therefore expecting to recommend a final dividend at the maximum rate permitted under current legislation.

Warrants incorporating both dividends will be posted on 4th January 1978 to shareholders registered at the close of business on the 25th November 1977.

7th November, 1977

Storage, pipework, materials handling and process plant for world industry.

COMMODITIES AND MARKET REPORTS

Coffee pact sends prices up sharply in London

By Wallace Jackson

Commodities Editor

Following news that Brazil and Colombia have agreed to coordinate coffee marketing procedures, spot November coffee closed £140 per tonne higher on the London market yesterday.

At the close the November position was £24.50 up on the day at £1,857.50 and January had risen £10 to £1,792 per tonne.

Colombia and Brazil have agreed not to sell their coffee at price levels equal or inferior to those of other mills and roasters.

Senor Calzadon, president of the Brazilian Coffee Institute (IBC), said Rio de Janeiro was a possibility that El Salvador, Mexico and the Ivory Coast would join in this price support agreement.

He said the agreement meant an end to differences of opinion on coffee prices between the two countries. Colombia had a tradition of not signing agreements, but when it did, it fulfilled them to the letter.

Brazil had no intention of altering its minimum export price of \$2.20 per lb for the present, but it did not discount the possibility of an alteration if the international market so demanded.

Senor Calzadon again denied that the IBC had made any special deals with importers and said it had no intention of doing so.

Coffee exports earned the country \$2,300 million this year by the end of October.

COPPER: Cash price for 100 lb of 99.99% copper was \$2.40 on the London market yesterday. It was \$2.35 on the New York market.

Three months' price was \$2.40 on the London market and \$2.35 on the New York market. Six months' price was \$2.40 on the London market and \$2.35 on the New York market.

London Metal Exchange: Afternoon—Copper, 100 lb, 99.99%, \$2.40; 3 months, \$2.40; 6 months, \$2.40; 12 months, \$2.40.

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Foreign Exchange

Sterling

Sterling lost all its early rise

against the dollar yesterday as the

US currency staged a general recovery

on foreign exchanges in the

afternoon. Trading was extremely

low-key throughout, largely reflecting

the New York holidays

(Election Day) and on

Friday (Veterans' Day).

Sterling jumped around three-

quarters of a cent in terms of the

dollar initially but slipped back

gradually to close at \$1.6303, a

net loss of 20 points. The effective

exchange rate index was finally

up 0.1 at 100.13, having been 100.1

at midday and 100.15 at the opening.

Dealers said there was no intervention

by the Bank of England during the day.

Sterling's recovery climbed from

2.2210 to 2.2230 initially against the

dollar, but they too ended

slightly cheaper to New York at

2.2235. German marks eased from

2.2560 to 2.2610. The Japanese yen

firmed from 248.90 to 248.75 in

dollar terms.

Gold prices rose \$0.75 an ounce to

close in London at \$166.625.

Copper prices for 100 lb of 99.99%

copper were \$2.40 on the London

market and \$2.35 on the New York

market. Three months' price was

\$2.40 on the London market and

\$2.35 on the New York market.

Six months' price was \$2.40 on the

London market and \$2.35 on the

New York market. Twelve months'

price was \$2.40 on the London

market and \$2.35 on the New York

market.

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Copper, 100 lb, 99.99%, \$2.40; 3

months, \$2.40; 6 months, \$2.40;

12 months, \$2.40.

London Metal Exchange: Afternoon—

Copper, 100 lb, 99.99%, \$2.40; 3

Discount market

A degree of shortage returned

to the money markets yesterday

after the surplus of the past

week. Conditions were pretty

quiet and the Bank of England

saw help on a moderate scale by

purchases of Treasury bills

directly from the houses in need.

This assistance proved a little

more than was really needed and

rates that had held in the area

of 4 per cent for most of the day,

teaching 3 1/2 per cent for the

year, fell occasionally, eventually

slipped away to close in the band

of 3 per cent to 3 1/2 per cent.

Factors against the market were

principally rundown balances

brought across the weekend by

the banks and a Treasury bill

take-up that proved quite large.

This combination was only

partially offset by a number of

bureaucrats that exceeded the tax

limit.

Bill dealers spoke of rather

less activity in Treasury bills,

the rate for the 13-week

month maturity softened just 1/4

to 4 1/4-4 1/2-4 3/4 per cent.

Money Market Rates

Bank of England Discount Rate 10%

Overnight 3 1/2% 3 1/2% 3 1/2%

Treasury Bills (13 weeks) 4 1/4%

Treasury Bills (26 weeks) 4 1/2%

Treasury Bills (52 weeks) 4 3/4%

Treasury Bills (104 weeks) 4 1/2%

Treasury Bills (156 weeks) 4 1/2%

Treasury Bills (208 weeks) 4 1/2%

Treasury Bills (260 weeks) 4 1/2%

Treasury Bills (312 weeks) 4 1/2%

Treasury Bills (364 weeks) 4 1/2%

Treasury Bills (416 weeks) 4 1/2%

Treasury Bills (468 weeks) 4 1/2%

Treasury Bills (520 weeks) 4 1/2%

Treasury Bills (572 weeks) 4 1/2%

Treasury Bills (624 weeks) 4 1/2%

Treasury Bills (676 weeks) 4 1/2%

Treasury Bills (728 weeks) 4 1/2%

Treasury Bills (780 weeks) 4 1/2%

Treasury Bills (832 weeks) 4 1/2%

Treasury Bills (884 weeks) 4 1/2%

Treasury Bills (936 weeks) 4 1/2%

Treasury Bills (988 weeks) 4 1/2%

Treasury Bills (1040 weeks) 4 1/2%

Treasury Bills (1092 weeks) 4 1/2%

Treasury Bills (1144 weeks) 4 1/2%

Treasury Bills (1196 weeks) 4 1/2%

Treasury Bills (1248 weeks) 4 1/2%

Treasury Bills (1300 weeks) 4 1/2%

Treasury Bills (1352 weeks) 4 1/2%

Treasury Bills (1404 weeks) 4 1/2%

Treasury Bills (1456 weeks) 4 1/2%

Treasury Bills (1508 weeks) 4 1/2%

Treasury Bills (1560 weeks) 4 1/2%

Treasury Bills (1612 weeks) 4 1/2%

Treasury Bills (1664 weeks) 4 1/2%

Treasury Bills (1716 weeks) 4 1/2%

Treasury Bills (1768 weeks) 4 1/2%

Treasury Bills (1820 weeks) 4 1/2%

Treasury Bills (1872 weeks) 4 1/2%

Treasury Bills (1924 weeks) 4 1/2%

Treasury Bills (1976 weeks) 4 1/2%

Treasury Bills (2028 weeks) 4 1/2%

Treasury Bills (2080 weeks) 4 1/2%

Treasury Bills (2132 weeks) 4 1/2%

Treasury Bills (2184 weeks) 4 1/2%

Treasury Bills (2236 weeks) 4 1/2%

Treasury Bills (2288 weeks) 4 1/2%

Treasury Bills (2340 weeks) 4 1/2%

Treasury Bills (2392 weeks) 4 1/2%

Treasury Bills (2444 weeks) 4 1/2%

Treasury Bills (2496 weeks) 4 1/2%

Treasury Bills (2548 weeks) 4 1/2%

Treasury Bills (2600 weeks) 4 1/2%

Treasury Bills (2652 weeks) 4 1/2%

Treasury Bills (2704 weeks) 4 1/2%

Treasury Bills (2756 weeks) 4 1/2%

Treasury Bills (2808 weeks) 4 1/2%

Authorized Units, Insurance & Offshore Funds

Unit	High	Low	Mid	Offer	Yield	Unit	High	Low	Mid	Offer	Yield	Unit	High	Low	Mid	Offer	Yield	Unit	High	Low	Mid	Offer	Yield
Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					
Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					
Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					
Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					
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Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					
Authorized Unit Trusts						Trustee Investments Ltd.						Investment Management Co. Ltd.						Investment Management Co. Ltd.					

Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies—

LA CREME DE LA CREME

Pathfinders offer the following positions available now:

PA—FILM PRODUCTION
If you are a highly efficient PA/Secretary with an interest in the Film World and the ability to become involved in production work, this is the job for you. You will be responsible for the day-to-day running of the office and will be able to make decisions on your own. Salary £3,500.

PA/SECRETARY—P.R.
A select brain and the ability to learn fast are the key requirements for this position. Working for one of the PR Company's top men. You will be able to take on a wide range of duties and will be able to make decisions on your own. Salary £3,500.

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This PR Company needs a well-organized Secretary to generally keep things moving. Good opportunity to become really involved in the PR side of Music and Sport and the Company has a host of International Stars in its credit. £3,500.

CREATIVE P.A.
(no shorthand)
Creative Advertising Agency needs someone to look after the day-to-day running of the Company (which is the moment is heavily involved in new ventures) and liaise directly with important clients. Must be able to survive in a busy, creative environment. £3,500 + neg.

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£4,265

Our Client is looking for an ambitious Secretary for the Chairman of a major part of their highly successful international organisation. This is a position where you'll be using your initiative and will be expected to carry out an efficient and responsible secretarial service. You should have first class shorthand/typing skills (120/60), good grammar and at least five years' experience, some of which should be at board level. Ideally, you'll be aged 27-32 and confident in organising day-to-day business, such as briefing the chairman, receiving visitors, arranging appointments, overseas trips and general office administration.

If you enjoy using your initiative and can undertake a responsible secretarial position with good career prospects plus attractive company benefits, please write with brief details to Jacky Birchall, at:

ROYDS

Royds Recruitment Ltd., Royds House,
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PRIVATE SECRETARY

(with shorthand) required by Association with small staff of 4 in pleasant office.

The applicant should be well educated and well spoken having a good command of the English language and be aged between 20 and 35 with at least 2 years' experience. IBM golfball typewriter. Good terms and conditions of service and pension scheme. Inclusive salary on scale to £3,750 depending on experience.

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If you are a P.A./Secretary between 35 and 60, are looking for a job and would like to meet the press at a conference in early December to discuss age discrimination in recruitment and defend your contemporaries, do give me a ring.

It will be a stimulating meeting

KAY SYKES & PTNRS. LTD.,
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ambitious and self motivated—experienced in telephone selling—have audio typing.

WOULD YOU

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Highly competent and efficient secretarial required for small business company. W.1 area. Self-starter with ability to work under pressure and maintain harmony in this hectic but stimulating position. No shorthand but must have excellent typing skills. Excellent salary and benefits. Write with c.v. to: MORRIS INTERNATIONAL, 133 Regency Street, London SW1.

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Young publisher, head of small, lively family company requires bright, responsible, efficient, and energetic person to act as his personal secretary. Must be able to take a step in the right direction. Phone Sheila, 496 8861. Staff introductions.

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If you've got a flair for fashion and some of the agency world, this is the job for you. You will be responsible for the day-to-day running of the office and will be able to make decisions on your own. Salary £3,500.

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Experienced, well-educated Secretary/PA is required by one of the partners in the City office of a major firm of Chartered Surveyors. Profit sharing scheme. Free BUPA cover. App. L.V. and 4 weeks holiday. Please ring ALISTAIR ALLAN 236 1520.

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LA CREME DE LA CREME

A PERSONAL SECRETARY

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K.E. Goldsmith
Publications,
British Medical Association,
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or phone 01-587 9721

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London WC1H 9JP,
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SECRETARIAL

P.R. SECRETARY

Required by Professional Organization for Public Relations Officer, who is also responsible for Committee Administration.

Age 20 to 28, excellent typing essential and sound shorthand: to provide a full secretarial service, arrange meetings, hotel bookings, etc. plus organized press conferences; issue press releases and other PR aspects. Opportunity to develop this position.

Salary on a scale £2,800 by £230 to £4,410, and likely to be £3,260 per annum plus L.V., but negotiable if experience particularly relevant. Other benefits include low flexible hours, staff canteen, free life assurance cover and contributory pension scheme.

Please apply to Miss Rushton on 637 2311 at the Institute of Cost Management Accountants
63 Portland Place, London W1

EXPERIENCED SECRETARY

FOR MANAGING DIRECTOR

A' levels preferred required urgently for E.C.1 Shipping Company. Salary £3,000 negotiable plus 'weekend' holiday. Mrs Purser 01-606 8730.

FIRST JOB

£2,800

A very pleasant appointment for a college leaver with shorthand and typing to assist the Managing Director in a private firm. Most V.I.P.s and to deal with all the company's correspondence and general office work. Salary £2,800 per annum plus L.V. and 4 weeks holiday. Please apply to Mrs Purser 01-606 8730.

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Up to £3,799 with the University of London

Are you a really capable secretary, not content to be a secretary, but to be a professional? If so, we have a position for you in the University of London. The position is for a Secretary with an Executive Role. You will be responsible for the day-to-day running of the office and will be able to make decisions on your own. Salary £3,799 per annum plus L.V. and 4 weeks holiday. Please apply to Mrs Purser 01-606 8730.

OLD MASTERS UP TO £4,000

Three Senior Partners of a firm of Solicitors in the City of London are looking for a Secretary with an Executive Role. You will be responsible for the day-to-day running of the office and will be able to make decisions on your own. Salary £4,000 per annum plus L.V. and 4 weeks holiday. Please apply to Mrs Purser 01-606 8730.

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RECEPTIONIST WITH COMMON SENSE

for a small business in the City of London. The position is for a Receptionist with Common Sense. You will be responsible for the day-to-day running of the office and will be able to make decisions on your own. Salary £3,799 per annum plus L.V. and 4 weeks holiday. Please apply to Mrs Purser 01-606 8730.

CASHIER/ACCOUNTS

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